



Revision number: 1

Purchasing Agent: Debbie Gundersen  
(801) 538-3150

**Item: Video Conferencing Hardware, Software and Services**

Vendor: 91731C A Wire One Technology  
299 South Main Street  
#1700  
Salt Lake City, Utah 84111

Remittance: 91731C Wire One Technology  
Dept. 77636  
P.O. Box 77000  
Detroit, MI 48277-0636

Internet Homepage: [www.wireone.com](http://www.wireone.com)

Telephone: (801) 350-9161

Fax number: (801) 350-9163

Contact: Carter Williamson

Email address: [cwilliamson@wireone.com](mailto:cwilliamson@wireone.com)

Brand/trade name: Polycom (ONLY)

Price: See attached price list with discount 7% noted

Terms: Net 30

Effective dates: 11/12/04 through 11/11/06

Days required for delivery: As Needed

Price guarantee period: Term of Contract

Minimum order: None

Min shipment without charges: FREIGHT INCLUDED (FOB) Destination

Other: POTENTIAL RENEWAL OPTIONS THROUGH  
11/11/09

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**PRICING UPDATED.**

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This is a multiple award contract. Please see MA1834

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.

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<p><b>Product Line Section Heading - SoundStation Systems</b></p> <p>With the Polycom SoundPoint Pro, both parties can talk at the same time. Meetings run more smoothly. Productivity increases. The phones have an integrated headset amplifier, programmable speed dials, and an easy to use feature set.</p> <ul style="list-style-type: none"> <li>- Simultaneous, two-way (Full-duplex) conferencing performance</li> <li>- Caller ID with Caller ID on Call Waiting</li> <li>- 32-Character LCD display</li> <li>- 99-Number call history directory</li> <li>- Any-key dialing</li> <li>- Integrated headset amplifier, hanger, and controls</li> <li>- Programmable speed dials</li> </ul> <p>36 for SE-220 99 for SE-225</p> <p>SoundPoint Pro SE-220 Desktop Conference Phone - Ideal for one-to-one conversations, this single-mic solution is ideal for small/home offices and small business conferencing environments.</p> <p>SoundPoint Pro SE-225 Professional Conference Phone - Optimized for the office. Keypad activated rear mic provides up to 360-degree</p>
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SoundPoint Pro 3-Line Desktop	\$299	15%
SoundPoint Pro SE-220 2-Line Desktop Conference Phone	\$199	15%
SoundPoint Pro SE-225 2-Line Professional Conference Phone	\$249	15%

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SoundStation EX (SX)  
SoundStation Premier (SSP)  
SoundStation Premier DEFINITY Direct (SSPD)  
SoundStation Premier w/Mics (SSPM)  
SoundStation Premier Satellite (SSPS)

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1310-04469-001	Headset Hanger (Also for SE-220 & SE-225)	\$3	9%
1310-04820-001	Headset by Plantronics - CHS142N (Also for SE-220 & SE-225)	\$69	9%
1310-04820-002	Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225)	\$79	9%

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(Also for SE-Z2U & SE-Z2S)		

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2457-04499-002	Cable - Telephone Cable (blue)	\$7		9%
2457-04499-003	Cable - Telephone Cable (yellow)	\$7		9%
2457-04499-004	Cable - Telephone Cable (green)	\$7		9%
2457-04500-001	Cable - Console Cable	\$8		9%
2457-06223-001	Cable, Telco, 2 Conductor, Gray (SPRO 3.0) (for SE-220 & SE-225)	\$7		9%
2457-06224-001	Cable, Telco, 4 Conductor, Black (SPRO 3.0) (for SE-220 & SE-225)	\$7		9%

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2457-04500-001	Cable - Console Cable	\$8	9%
2457-06223-001	Cable, Telco, 2 Conductor, Gray (SPRO 3.0) (for SE-220 & SE-225)	\$7	9%
2457-06224-001	Cable, Telco, 4 Conductor, Black (SPRO 3.0) (for SE-220 & SE-225)	\$7	9%
2676-04524-001	Interface Module (LIM) - 3-Line	\$11	9%
2676-04524-002	Interface Module (LIM) - 2-Line	\$11	9%
2676-06225-002	Interface Mod, 2-Line, w/cord (Also for SE-220 & SE-225)	\$15	9%

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Price list effective as of 02-MAR-2004  
Periodic Product Bulletins with Updates will be Available

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POLYCOM		Product Line Section Legend - SoundStation Premier Systems SoundStation Premier provides high-quality sound for medium sized conference rooms or Executive offices. Our full-duplex technology allows you to talk and listen at the same time, just as naturally as if you were in the same room. - Full-duplex performance - Echo cancellation delivers "handset quality" sound - Noise reduction and automatic gain control remove background noise - Integrated 16-character LCD display - Hypercardioid microphones perform up to 20db better than "speakerphones" SoundStation Premier (non-expandable) - Optimized for medium sized conference rooms. SoundStation Premier EX (expandable) - The same outstanding quality as the basic model, but includes microphone ports and remote SoundStation Premier EX with two EX microphones - Includes 2 external extension mics for improved meeting coverage		
POLYCOM	2200-01900-001	SoundStation Premier (w/ Expandability and IR Remote Keypad)	\$999	45%
POLYCOM	2200-03200-001	SoundStation Premier w/Two Extended Hypercardioid Microphones	\$1,299	45%
POLYCOM	2200-03400-001	SoundStation Premier w/Two Extended Hypercardioid Microphones & Wireless Microphone System	\$1,599	45%
POLYCOM	2200-05200-001	SoundStation Premier (Non-Expandable)	\$799	45%
POLYCOM	2200-05202-001	SoundStation Premier (Non-Expandable) 'Blue Slate'	\$799	45%
POLYCOM	2200-05203-001	SoundStation Premier (Non-Expandable) 'Sand Drift'	\$799	45%
POLYCOM				
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POLYCOM	2200-02600-001	SoundStation Premier Satellite with 900 MHz Wireless Mic (*1)	\$999	45%
POLYCOM	2200-02601-001	SoundStation Premier Satellite Non-Wireless (*1)	\$699	45%
POLYCOM	2200-09000-001	Bundle 1: Satellite Without Wireless Capability and Premier (Non-Expandable)	\$1,399	45%
POLYCOM	2200-09100-001	Bundle 2: Satellite Without Wireless Capability and Premier EX With Two EX Mics	\$1,799	45%
POLYCOM	2200-09200-001	Bundle 3: Satellite WITH Wireless Mic & Premier EX with Two EX Mics	\$2,199	45%
POLYCOM	2200-09300-001	Bundle 4: Satellite WITH Wireless Mic, Two EX Mics & Premier EX with Two EX Mics	\$2,499	45%
POLYCOM	2200-09400-001	Bundle 5: Satellite without Wireless Capability with Two Hypercardioid Mics and Premier EX With Two Hypercardioid Mics	\$1,999	45%
POLYCOM				
POLYCOM		Product Line Subsection Footnote - SoundStation Premier & Satellite Systems *1 - REMINDER: Customer installing Premier Satellite with a previously installed Premier unit should be advised that the Satellite console replaces the Walmod or Unimod power supply. *2 - IMPORTANT: Premier Satellite is supported by software revision "C" or later - please confirm that the software is "Satellite Compatible" for previously installed Premier units.		
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POLYCOM		Product Line Section Legend - SoundStation Systems SoundStation's style and functionality are known throughout the world. That's because SoundStation conference phones make natural, full-duplex (two-way) conversations easy without 'clipping' or distortion. They are powered by Polycom's Acoustic Clarity Technology - our award-winning voice communications technology. - Echo cancellation and noise suppression adapt automatically to changing rooms and telephone lines - Mute buttons/dual color LED status lights - Three quality cardioid microphones - Full-duplex operation makes conversation natural and clear SoundStation (non-expandable) - Ideal for day-to-day group collaboration in ad-hoc meeting rooms, breakout rooms, and small-to-medium conference rooms. SoundStation EX (expandable) - Two expandable mic ports make the EX ready for improved meeting coverage. SoundStation EX with two EX microphones - Includes 2 external extension mics.		
POLYCOM	2200-00106-001	SoundStation	\$499	45%
POLYCOM	2200-00696-001	SoundStation EX w/Two Extended Mics	\$799	45%
POLYCOM	2200-00697-001	SoundStation EX w/Two Extended Mics & Wireless Mic System	\$1,099	45%
POLYCOM	2200-01423-001	SoundStation EX (expandable)	\$599	45%
POLYCOM	2705-00106-001	SoundStation Limited Edition (non-expandable) - Millennium Graphite	\$499	45%
POLYCOM	2705-00106-002	SoundStation Limited Edition (non-expandable) - Lunar Silver	\$499	45%

POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Family Legend - Accessories SoundStation Systems		
POLYCOM		SoundStation (SS)		
POLYCOM		SoundStation EX (SX)		
POLYCOM		SoundStation Premier (SSP)		
POLYCOM		SoundStation Premier 500D/550D (DEFINITY) (SSPD)		
POLYCOM		SoundStation Premier w/Mics (SSPM)		
POLYCOM		SoundStation Premier Satellite (SSPS)		
POLYCOM				
POLYCOM				
POLYCOM	1725-01172-001	User Guide, Eng/Frn/Spn - SS	\$5	9%
POLYCOM	1725-01173-001	User Guide, Eng/Fre/Spa/Jap - SX	\$3	9%
POLYCOM	1725-02947-001	Quick Install Card - SSP	\$2	9%
POLYCOM	1725-02974-001	User Guide, English Only - SSP	\$5	9%
POLYCOM	1725-03988-001	User Guide, Addendum English Only - SSPS	\$5	9%
POLYCOM	1725-06413-002	User Guide to DEFINITY Direct - SSPD	\$5	9%
POLYCOM				
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POLYCOM				
POLYCOM	1676-00259-001	Soft Carrying Case - SS, SSP	\$99	9%
POLYCOM	2200-00501-001	Metal Carrying Case - SS, SX	\$189	9%
POLYCOM	2200-03153-001	Metal Carrying Case - SS, SSP	\$189	9%
POLYCOM				
POLYCOM				
POLYCOM	2200-03000-001	IR Remote Control - SSP	\$39	9%
POLYCOM				
POLYCOM				
POLYCOM	2200-01906-001	Video Interconnect - SS & SSP	\$119	9%
POLYCOM				
POLYCOM				
POLYCOM	2200-05100-001	Wall Module - SS, SX, SSP, SSPX - 110v Only	\$149	35%
POLYCOM				
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POLYCOM	2200-00698-001	Extended Mic Pods (2) - SX	\$299	35%
POLYCOM	2200-00699-001	Wireless Microphone System, Frequency A = 171.905MHz - SS and SSP - ** See Footnote Below Regarding Frequency and Country Availability	\$399	9%
POLYCOM	2200-00699-002	Wireless Microphone System, Frequency F = 203.400MHz - SS and SSP - ** See Footnote Below Regarding Frequency and Country Availability	\$399	9%
POLYCOM	2200-02138-001	2 Ext. Hypercardioid Mics - SSP	\$399	40%
POLYCOM		Product Family Subsection Footnote -		
POLYCOM		** Available in the U.S. only -- frequencies may interfere with other public networks.		
POLYCOM		** Two frequencies are available to avoid interference if 2 units are used in adjoining rooms.		
POLYCOM				
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POLYCOM	1520-03690-001	Battery Pack - SoundStation Premier Satellite Battery Pack - SSPS	\$35	9%
POLYCOM				
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POLYCOM	2200-00675-001	Cable - Ext. Mic Cables, 6ft, round (2) - SX, SSP	\$29	9%
POLYCOM	2200-00675-002	Cable - Ext. Mic Cables, 10ft, round (2) - SX, SSP	\$29	9%
POLYCOM	2200-00675-003	Cable - Ext. Mic Cables, 25ft, round (2) - SX, SSP	\$29	9%
POLYCOM	2457-00449-001	Cable - RJ45 Satellite to Premier Console Cable; 25ft	\$29	9%



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POLYCOM	2215-06446-002	Cord Kit 500D/550D (Meridian) - SSPD	\$10	9%
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POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
POLYCOM		Product Line Family Legend - Installed Voice Systems		
POLYCOM		IMPORTANT!		
POLYCOM		Only Qualified Registered Resellers may purchase Installed Voice products and systems.		
POLYCOM		Please contact Polycom to speak with an Installed Voice Systems Sales Representative for more information.		
POLYCOM		Vortex provides a custom audio solution for conference rooms, training facilities, distance learning rooms, courtrooms, and large auditoriums.		
POLYCOM		Vortex EF2280 - Mixes mics and other audio while canceling acoustic echoes and background noise.		
POLYCOM		Vortex EF2241 - A companion to the Vortex EF2280 or stand-alone solution for medium sized rooms.		
POLYCOM		Vortex EF2201 - Phone add for voice and video conferencing applications.		
POLYCOM		Vortex EF2211 - A stand-alone single channel acoustic echo canceller with telephony interface for small rooms and roll-about applications.		
POLYCOM		Vortex EF2210 - A stand-alone single channel acoustic echo canceller for small rooms and roll-about applications.		
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POLYCOM	2200-82201-001	Vortex EF2201 Phone Add - Includes power supply, user manual, software, Cat 5 cable 15' telco cable. Approved for North America	\$995	28%
POLYCOM	2200-82210-001	Vortex EF2210 Single-channel AEC / Noise canceller. - Includes power supply, user manual, software, Cat 5 cable. Approved for North America, Japan and Taiwan.	\$1,995	28%
POLYCOM	2200-82211-001	Vortex EF2211 Single-channel AEC with built-in phone add - Includes power supply, user manual, software, Cat 5 cable, 15' telco cable. Approved for North America.	\$2,695	28%
POLYCOM	2200-82241-001	Vortex EF2241 - Multi-channel AEC / Noise canceller w/Auto Mic Mixing, Matrix Mixer, and Telephony interface.- Includes power supply, user manual, software, Cat 5 cable, 15' telco cable. Approved for North America.	\$3,995	28%
POLYCOM	2200-82280-001	Vortex EF2280 - Multi-channel AEC / Noise canceller w/Auto Mic Mixing and Matrix Mixer.- Includes power supply, user manual, software, Cat 5 cable. Approved for North America, Japan and Taiwan.	\$4,615	28%
POLYCOM	2200-82282-001	Vortex EF2280-EF2201 Package System. - Includes EF2280, EF2201, power supplies, user manuals, software, two Cat 5 cables, 15' telco cable. Approved for North America.	\$5,610	28%
POLYCOM	2200-82283-001	Vortex EF2280-EF2241 Package System. - Includes EF2280, EF2241, power supplies, user manuals, software, two Cat 5 cables, 15' telco cable. Approved for North America.	\$8,360	28%
POLYCOM	2230-90022-001	Bundle: Vortex EF2241 and SoundStation VTX 1000 (w/o EX microphones and subwoofer) North America. Only Qualified Registered Resellers may purchase Installed Voice products and systems.	\$5,295	28%
POLYCOM	2230-90023-001	Bundle: Vortex EF2280 and SoundStation VTX 1000 (w/o EX microphones and subwoofer) North America. Only Qualified Registered Resellers may purchase Installed Voice products and systems.	\$5,895	28%
POLYCOM				
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POLYCOM	1465-41366-001	Vortex EF200 & EF400 Power Supply	\$96	28%
POLYCOM	1465-80017-002	Vortex Power Supply. 100-250V; 40W,3 Output (5V @ 3A, 15V @ 1.6A, -15V @ 0.3A) ,5PIN DIN. Used for Vortex models EF2280, 2241, 2211, 2210 and 2201. Does not include Country-specific power cord.	\$96	28%
POLYCOM	2200-80010-001	Vortex EF-IR10 Infra-Red Remote Control for EF2280, EF1210, EF600*, EF200 (*with EF600 volume on EF200 only)	\$269	28%
POLYCOM	2200-80099-001	Vortex EF-IR11 Infra-Red Remote Control for use with EF2280, EF2241, EF2201, 2211 and EF2210.	\$349	28%
POLYCOM	2215-80031-001	Vortex EF22xx Accessory Kit. Contains twelve (12) Phoenix-type terminal connectors for use with EF22xx models.	\$62	28%
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POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
POLYCOM				
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POLYCOM	4865-06505-001	Polycom Consulting -- Hourly Rate	\$250	9%
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POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
POLYCOM				
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POLYCOM	4870-00039-112	Premier per unit, SoundPoint,, 1 Year, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, SW updates&upgrades (prices for other than 1 Yr to be prorated accordingly) - LIST PRICE	\$20	3%
POLYCOM	4870-00039-118	Premier,Account Based, 20 to100 Phones per phone, SoundPoint, 1 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades (prices for other than 1 Yr to be prorated accordingly) LIST PRICE	\$16	3%



POLYCOM	4870-00039-120	Premier, Account Based, 101 to 500 Phones per phone, SoundPoint,, 1 Year, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, SW updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$15	3%
POLYCOM	4870-00039-122	Premier,Account Based, 500+ Phones per phone, SoundPoint,, 1 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades (prices for other than 1 Yr to be prorated accordingly) LIST PRICE	\$14	3%
POLYCOM	4870-00039-312	Premier, per unit, SoundPoint, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) - LIST PRICE	\$45	3%
POLYCOM	4870-00039-318	Premier, Account Based, 20 to 100 Phones per phone, SoundPoint,, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) - LIST PRICE	\$36	3%
POLYCOM	4870-00039-320	Premier, Account Based, 101 to 500 Phones per phone, SoundPoint,, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) - LIST PRICE	\$34	3%
POLYCOM	4870-00039-322	Premier, Account Based, 500+ Phones per phone, SoundPoint,, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) - LIST PRICE	\$32	3%
POLYCOM	4870-00039-512	Premier, per unit, SoundPoint,SoundPointIP, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$69	3%
POLYCOM	4870-00039-518	Premier, Account Based, 20 to 100 Phones per phone, SoundPoint,, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business HoursSW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$55	3%
POLYCOM	4870-00039-520	Premier, Account Based, 101 to 500 Phones per phone, SoundPoint, SoundPoint, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$52	3%
POLYCOM POLYCOM	4870-00039-522	Premier, Account Based, 500+ Phones per phone, SoundPoint,, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$49	3%

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POLYCOM	4870-00039-160	Partner Premier, per unit, SoundPoint,SoundPoint IP, 1Yr, Qualified Service Partners only, Parts shipped premium day of call, Tel Tech Support During Business Hours to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$10	3%
POLYCOM	4870-00039-168	Partner Premier, Acct Based, upto100 Phones/phone,SoundPt., Qualified Svc Partners Only, 1 Yr, Parts shipped premium day of call, TelTech Sppt During Bus.Hrs to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$9	3%
POLYCOM	4870-00039-170	PartnerPremier,Account Based,101-500Phones/phone,SoundPt., Qualified Svc Partners Only, 1 Yr, Parts shipped premium day of call, TelTech Sppt During Bus.Hrs to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$8	3%
POLYCOM	4870-00039-172	PartnerPremier,Acct Based,500+ hones/phone,SoundPt, Qualified Svc Partners Only, 1 Yr, Parts shipped premium day of call, TelTech Support During Bus.Hrs to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$7	3%
POLYCOM	4870-00039-360	Partner Premier, per unit, SoundPoint,SoundPoint , 3Yr, Qualified Svc Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hours to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly)	\$23	3%
POLYCOM	4870-00039-368	PartnerPremier,AcctBased,20-100 Phones/phone,SoundPoint,SoundPoint , 3Yr,Qualified Svc Partners only,Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel,SW updates&upgrades(prices for other than 3 yr to be prorated accordingly)	\$20	3%
POLYCOM	4870-00039-370	Partner Premier,Acct Based,101-500 Phones/phone,SoundPoint,SoundPoint,Qualified Svc Partners Only,3Yr,Parts shipped premium day of call,Tel Tech Sppt During Bus Hrs to Channel,SW updates&upgrades(prices for other than 3 yr to be prorated accordingly)	\$19	3%
POLYCOM	4870-00039-372	PartnerPremier,Acct Based/unit,500+ Phones/phone,SndPoint,,Qualified Svc Partners Only,3Yr,Parts shipped premium day of call,Tel Tech Support During Bus Hrs to Channel,SW updates&upgrades(prices for other than 3 yr to be prorated accordingly)	\$18	3%
POLYCOM	4870-00039-560	Partner Premier,per unit, SoundPoint,, 5Yr, Qualified Service Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hrs to Channel, SW updates&upgrades(prices for other than 5yr to be prorated accordingly)	\$35	3%
POLYCOM	4870-00039-568	PartnerPremier,Acct Based,20to100Phones per phone,SoundPoint,Qualified Svc Partners Only,5Yr,Parts shipped premium day of call,TelTech Support During Bus. Hrs to Channel,SW updates&upgrades(prices for other than 5yr to be prorated accordingly)	\$33	3%
POLYCOM	4870-00039-570	Partner Premier, Acct Based,101to500 Phones/phone, SoundPoint,,Qualified Svc Partners Only,5Yr,Parts shipped premium day of call,Tel Tech Support During Bus Hrs to Channel,SWupdates&upgrades(prices for other than 5yr to be prorated accordingly)	\$31	3%

POLYCOM	4870-00039-572	PartnerPremier, Account Based,500+ Phones/phone, SoundPoint,,Qualified Svc Partners Only,5Yr,Parts shipped premium day of call,Tel Tech Support During Bus Hrs to Channel,SWupdates&upgrades(prices for other than 5yr to be prorated accordingly)	\$29	3%
POLYCOM				
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Line Section Legend - Maintenance Services - Installed Voice		
POLYCOM		* Refer to Services Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
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POLYCOM	4870-00030-112	Premier, 1 Year, Vortex EF2201, advance replacement parts shipped priority level same business day, telephone technical support during business hours, software Updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$90	3%
POLYCOM	4870-00030-312	Premier, 3 Year, Vortex EF2201, advance replacement parts shipped priority level same business day, telephone technical support during business hours, software updates & upgrades LIST PRICE	\$245	3%
POLYCOM	4870-00031-112	Premier, 1 Year, Vortex EF2210, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$165	3%
POLYCOM	4870-00031-312	Premier, 3 Year, Vortex EF2210, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades LIST PRICE	\$445	3%
POLYCOM	4870-00032-112	Premier, 1 Year, Vortex EF2211, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$165	3%
POLYCOM	4870-00032-312	Premier, 3 Year, Vortex EF2211, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$445	3%
POLYCOM	4870-00033-112	Premier, 1 Year, Vortex EF2241, advance replacement parts shipped priority level same bus day, phone tech supportduring bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$305	3%
POLYCOM	4870-00033-312	Premier, 3 Year, Vortex EF2241, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$825	3%
POLYCOM	4870-00034-004	On-site Visit, Vortex Products, per incident on-site visit per day, travel and expenses are additional *	\$2,500 plus Travel & Expenses	3%
POLYCOM	4870-00034-112	Premier, 1 Year, Vortex EF2280, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$305	3%
POLYCOM	4870-00034-312	Premier, 3 Year, Vortex EF2280, advance replacement parts shipped priority level same bus day, phone tech supportduring bus hrs, SW updates & upgrades LIST PRICE	\$825	3%
POLYCOM	4870-00035-112	Premier, 1 Year, Vortex EF2280 & EF2201, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$390	3%
POLYCOM	4870-00035-312	Premier, 3 Year, Vortex EF2280 & EF2201, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$1,050	3%
POLYCOM	4870-00036-112	Premier, 1 Year, Vortex EF2280 & EF2241, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$590	3%
POLYCOM	4870-00036-312	Premier, 3 Year, Vortex EF2280 & EF2241, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$1,590	3%
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POLYCOM	4870-00030-160	Partner Premier, 1 Yr, Vortex EF2201, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$55	3%
POLYCOM	4870-00030-360	Partner Premier, 3 Yr, Vortex EF2201, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$145	3%
POLYCOM	4870-00031-160	Partner Premier, 3 Yr, Vortex EF2210, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$95	3%
POLYCOM	4870-00031-360	Partner Premier, 3 Yr, Vortex EF2210, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$265	3%



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POLYCOM	4870-00042-360	PartnerPremier, per Unit,SoundStation VTX1000, 3 Yr, Qualified Service Partners Only, Parts shipped premium day of call, Teleph Techn Support During Business Hrs to Channel, Software Updates&Upgrades (prices other than 3 yr to be prorated accordingly)	\$125	3%
POLYCOM	4870-00042-374	PartnerPremier,Acct Based,SSVTX1000,3 Yr, Up To 100 Phones,Qualified Service Partners, Parts shipped premium day of call, Teleph Tech Support During Bus.Hrs to Channel, Software Updates&Upgrades(prices other than 3 yr to be prorated accordingly)	\$7,499	3%
POLYCOM POLYCOM	4870-00043-160	PartnerPremier,per 2 Unit twin pack,SoundStation VTX1000,1Yr,Qualified Service Partners Only,Parts shipped premium day of call,Teleph Tech Support During Business Hrs to Channel,Software Updates&Upgrades(prices other than 1 yr to be prorated accordingly)	\$90	3%

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POLYCOM	4870-00001-002	Installation, VSX7000, on-site installation of system and certain collaboration tools, LIST PRICE	\$995	3%
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POLYCOM	4870-00001-104	Standard, Annual Renewal 1 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$450	3%
POLYCOM	4870-00001-304	Standard, 3 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support during business hours, software updates & upgrades LIST PRICE	\$720	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00001-100	Premier, 1st Yr Upgrade, VSX7000, advance replacement parts shipped priority level same business day, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$195	3%
POLYCOM	4870-00001-106	Premier, Annual Renewal 1 Yr, VSX7000, parts shipped priority level same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$650	3%
POLYCOM	4870-00001-306	Premier, 3 Yr, VSX7000, parts shipped priority level same business day, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$1,195	3%
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POLYCOM				
POLYCOM	4870-00001-102	Premier Plus, 1st Yr Upgrade, VSX7000, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$695	3%
POLYCOM	4870-00001-108	Premier Plus, Annual Renewal 1 Yr, VSX7000, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,150	3%
POLYCOM	4870-00001-308	Premier Plus, 3 Yr, VSX7000, next business day on-site labor & parts, telephone tech support during business hours, software updates & upgrades LIST PRICE*	\$2,395	3%
POLYCOM				
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POLYCOM	4870-00001-154	Partner Standard, Annual Renewal 1 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support to Partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$270	3%
POLYCOM	4870-00001-354	Partner Standard, 3 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support to Partner during business hours, software updates & upgrades	\$430	3%
POLYCOM				
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POLYCOM	4870-00001-150	Partner Premier, 1st Yr Upgrade, VSX7000, advance replacement parts shipped priority level same business day, telephone technical support to Partner during business hours (prices for terms other than 1 Yr to be prorated accordingly)	\$120	3%
POLYCOM	4870-00001-156	Partner Premier, Annual Renewal 1 Yr, VSX7000, advance replacement parts shipped priority level same business day, telephone tech support to Partner during bus hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$390	3%
POLYCOM	4870-00001-356	Partner Premier, Annual Renewal 3 Yr, VSX7000, advance replacement parts shipped priority level same business day, telephone tech support to Partner during bus hrs, software updates & upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$715	3%
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	4870-00001-152	Partner Premier Plus, 1st Yr Upgrade, VSX7000, next business day on-site labor & parts, telephone tech support to Partner during business hours (prices for terms other than 1 Yr to be prorated accordingly)*	\$485	3%
POLYCOM	4870-00001-158	Partner Premier Plus, Annual Renewal 1 Yr, VSX7000, next business day on-site labor & parts, telephone tech support to Partner during bus hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)*	\$805	3%
POLYCOM				
POLYCOM	4870-00001-358	Partner Premier Plus, 3 Yr, VSX7000, next business day on-site labor & parts, telephone tech support to Partner during bus hrs, software updates & upgrades*	\$1,675	3%
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POLYCOM				
POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
POLYCOM				
POLYCOM				
POLYCOM		Product Line Section Legend - Viewstation Executive Collection		
POLYCOM		ViewStation Executive Collection sets the standard for stylish elegance and versatility for group video conferencing. Both wall and stand plasma-based video conference systems are available in a variety of configurations. Systems include:		
POLYCOM		1. Enhanced VS4000 with BNC connectors and PowerCam connector		
POLYCOM		2. 50 or 61" plasma displays		
POLYCOM		3. Floor stand or credenza		
POLYCOM		4. PowerCam		
POLYCOM		5. 270-watt integrated audio system with subwoofer		
POLYCOM		6. VisualConcert FX		
POLYCOM		7. Two table-top microphone arrays		
	2583-50927-001	Executive Collection optional credenza to be added to EC floor or wall system (as second credenza with wall system) to support additional equipment needs. Furniture only - does not include a codec, sound system or other electronics.	\$6,999	9%
POLYCOM				
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POLYCOM				
	7200-21090-001	Polycom Executive Collection dual 50 in. Plasma, sound system, wall mount, system credenza, VS4000 with IP, MultiPoint Plus, PowerCam (NTSC), English remote, North American power cord.	\$57,999	22%
POLYCOM	7200-21091-001	Polycom Executive Collection dual 61 in. Plasma, sound system, wall mount, system credenza, VS4000 with IP, MultiPoint Plus, PowerCam (NTSC), English remote, North American power cord.	\$77,999	22%
POLYCOM				
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POLYCOM				
	7200-21088-001	Polycom Executive Collection single 50 in. Plasma, sound system, floor stand, VS4000 with IP, MultiPoint Plus, PowerCam (NTSC), English remote, North American power cord.	\$49,999	22%
POLYCOM	7200-21089-001	Polycom Executive Collection dual 50 in. Plasma, sound system, floor stand, VS4000 with IP, MultiPoint Plus, PowerCam (NTSC), English remote, North American power cord.	\$57,999	22%
POLYCOM				
POLYCOM				
POLYCOM		Product Line Section Legend - ViewStation with Polycom Media Center		
POLYCOM		ViewStation with Polycom Media Center offers a complete multimedia package for a truly extraordinary video conferencing experience. Systems include:		
POLYCOM		1. ViewStation EX or FX		
POLYCOM		2. Single or dual 34-inch (32 viewable) displays		
POLYCOM		3. Media Center Cart		
POLYCOM		4. 270-watt integrated audio system with subwoofer		
POLYCOM		5. Table-top microphone arrays (2 with FX, 1 with EX)		
	7200-21660-001	ViewStation FX (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays, IP as described in 2200-20323-001, VCFX, Eng remote, NA power. One NTSC display, one XGA multimedia display. Includes dual integrated speakers, subwoofer	\$24,499	28%
POLYCOM	7200-21665-001	ViewStation EX (NTSC) with Media Center Cart and one 34-inch (32 viewable) NTSC display, with IP as described in 2200-20700-001, Eng remote, NA power. Includes dual integrated speakers and subwoofer.	\$10,999	23.50%
POLYCOM				
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POLYCOM				
POLYCOM	Product Line Section Legend - ViewStation EX,FX,VS4000			
POLYCOM	ViewStation EX & FX offer robust mainstream set-top video performance that meets the toughest demands for corporate environments. The enhanced VS4000 is the integrator's choice for a rack-based codec that includes professional BNC video connectors and a compact form factor available with or without PowerCam.			
POLYCOM	Systems include:			
POLYCOM	1. Premium video quality from ITU-T H.264 at low bandwidths to ITU 60 fields at high bandwidths			
POLYCOM	2. Simultaneous display of high-resolution XGA content and high-quality video with People+Content			
POLYCOM	3. ITU standard AES security in mixed multipoint and point-to-point calls up to 2 Mbps			
POLYCOM	4. Enterprise features including SNMP support, remote room monitoring, API support for touch screens, & streaming			
POLYCOM	5. Integrated analog telephone support			
POLYCOM	6. Table-top microphone arrays (2 with ViewStation FX & VS4000; 1 with ViewStation EX)			
POLYCOM	7. Optional 2nd PTZ camera support (ViewStation FX & VS4000 only)			
POLYCOM				
POLYCOM				
POLYCOM	2200-20323-001	ViewStation FX (NTSC) with IP, MultiPoint Plus, English remote, North American power cord	\$14,999	55.00%
POLYCOM	2200-20700-001	ViewStation EX (NTSC) with IP, English remote, North American power cord.	\$6,499	27.50%
POLYCOM	2200-20800-001	ViewStation EX (NTSC) with IP, MultiPoint Plus, English remote, North American power cord.	\$9,498	27.50%
POLYCOM	2200-21350-001	VS4000 (2U x 10" deep) with IP, professional BNC connectors, MultiPoint Plus, English remote, North American power cord	\$14,999	55.00%
POLYCOM	2200-22323-001	VS4000 with IP, MultiPoint Plus, English remote, North American power cord	\$14,999	55.00%
POLYCOM	7200-21630-001	VS4000 (2U x 10" deep) and PowerCam (NTSC) with IP, professional BNC connectors, MultiPoint Plus, English remote, North American power cord.	\$16,499	55.00%
POLYCOM				
POLYCOM				
POLYCOM	2215-08970-001	ViewStation EX, FX or VS4000 Serial Module, includes cable to codec - must order serial cable separately.	\$1,999	55.00%
POLYCOM	2215-09180-001	ViewStation FX or VS4000 PRI Module with T-1/J-1 Interface, includes cables	\$3,999	55.00%
POLYCOM	2215-10646-001	ViewStation EX, FX or VS4000 Quad BRI Interface, includes cables (North America)	\$1,999	55.00%
POLYCOM	2457-21039-001	CABLE - RS530 and RS366 5' Serial Cable, HD-44M to 'Y' DB-25M / RS-366 DB-25M	\$189	9%
POLYCOM				
POLYCOM				
POLYCOM	2200-10500-001	VisualConcert FX for ViewStation EX, FX, VS4000 (North American power cord)	\$1,499	12. 50%
POLYCOM	2200-20900-001	ViewStation EX MultiPoint Plus software option key	\$2,999	23.50%
POLYCOM	5150-21621-001	EX, FX, VS4000 Embedded Encryption (AES) Software License Key	\$999	12 .5%
POLYCOM	5150-21622-001	EX, FX, VS4000 H.264 Software License Key	\$499	54.50%
POLYCOM				
POLYCOM				
POLYCOM	2200-20960-001	PowerCam (NTSC) as main camera for VS4000 (PN 2200-21350-xxx only), 10ft cable	\$1,499	12. 5%
POLYCOM	2200-20960-002	PowerCam (PAL) as main camera for VS4000 (for PN 2200-21350-xxx only), 10ft cable	\$1,499	9%
POLYCOM	8200-51095-001	PowerCam (NTSC) as auxiliary camera for VS4000, 50ft cable	\$1,499	9%
POLYCOM	8200-51097-001	PowerCam (NTSC) as auxiliary camera for ViewStation FX, 50ft cable.	\$1,499	9%
POLYCOM				
POLYCOM				
POLYCOM	1674-20959-001	Rubber bumper accessory for TV sets with sloped backs (must order 2 for each system)	\$5	9%
POLYCOM	2200-08681-001	Microphone Accessory Kit - contains one mic pod, 10ft cable, and instructions, black	\$499	54.50%
POLYCOM	2200-10433-001	Wide Angle Conversion Lens. Fits only Sony EVI D-30 (NTSC) and EVI D-31 (PAL)	\$89	9%
POLYCOM	2201-08002-001	Basic Infrared Remote Control - English	\$99	54.50%
POLYCOM	2201-08002-116	Basic Infrared Remote Control - German	\$99	54.50%
POLYCOM	2201-08002-117	Basic Infrared Remote Control - French	\$99	54.50%
POLYCOM	2201-10076-001	Infrared Receiver for VS4000	\$60	9%
POLYCOM	2676-08404-001	Carrying Case, Hard Shell	\$499	9%
POLYCOM	2710-10354-001	BOX - Base Unit ViewStation Shipping Box w/Foam Spacers.	\$19	9%
POLYCOM				
POLYCOM				
POLYCOM	1465-20845-001	POWER SUPPLY - Power Supply for ViewStation EX and FX	\$99	9%
POLYCOM	2215-08585-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd ext audio source.	\$199	9%
POLYCOM	2457-08339-001	CABLE - POTS (telephone add-in) cable, pink connector, 12'	\$19	9%
POLYCOM	2457-08340-001	CABLE - Mic Pod cable with brown connector, 30'	\$19	9%
POLYCOM	2457-08342-001	CABLE - PC LAN cable: RJ-45 to RJ-45, blue connector, 25'	\$19	9%
POLYCOM	2457-08343-001	CABLE - LAN wall jack cable: RJ-45 to RJ-45, orange connector, 12'	\$19	9%
POLYCOM	2457-08409-001	CABLE - S-Video cable, yellow connector, 25'	\$59	9%

POLYCOM	2457-08410-001	CABLE - S-Video cable, yellow connector, 8'	\$39	9%
POLYCOM	2457-08411-001	CABLE - Triple RCA with S-Video cable, 6'	\$39	9%
POLYCOM	2457-08412-001	CABLE - Triple RCA-RCA, RD, WHT, YLW, 8'	\$39	9%
POLYCOM	2457-09153-001	CABLE - RJ-45 keyed peripheral link cable for EX/FX/VS4000, light blue, 20'	\$25	9%
	2457-09154-001	CABLE - Keyed RJ-45 to standard RJ-45 cable peripheral link for connecting EX/FX/VS4000 to ViewStation H.323 network modules, light blue to green connectors, 20'	\$25	9%
POLYCOM	2457-09155-001	CABLE - ViewStation FX 4th Monitor Breakout Cable 12"	\$15	9%
POLYCOM	2457-09167-001	CABLE - 50' S-Video and Control Cable for Sony D30/D31 PTZ on FX	\$29	9%
POLYCOM	2457-10029-001	CABLE - 50' S-Video and Control Cable for Sony D30/D31 PTZ on VS4000	\$29	9%
POLYCOM	2457-10368-001	CABLE - 100' S-Video and Control Cable for Sony D30/D31 PTZ on FX	\$59	9%
POLYCOM	2457-10607-001	CABLE - Early V.35 Cable Adapter, HD-44M to DB-25F, ViewStation EX, FX and VS4000, 12"	\$99	9%
POLYCOM	2457-10621-001	CABLE - Mic Pod cable to VisualConcert FX, 6'	\$9	9%
POLYCOM	2457-10687-001	CABLE, SECURITY - Keyed Alike (master key)	\$109	9%
POLYCOM	2457-10688-001	CABLE, SECURITY - Keyed Differently	\$99	9%
POLYCOM	2457-10757-001	CABLE - VisualConcert FX to Laptop (VGA, LAN, audio cable), 4'	\$19	9%
POLYCOM	2457-20940-001	CABLE - VisualConcert FX to ViewStation FX, EX or VS4000, 30'	\$29	9%
POLYCOM	2457-20940-050	CABLE - VisualConcert FX to ViewStation FX, EX, or VS4000, 50'	\$49	9%
POLYCOM	2457-21489-001	CABLE - Male S-Video to Y/C BNC, 6'	\$39	9%
POLYCOM	2457-21490-001	CABLE Adaptor - Female S-Video to Y/C BNC, 1'	\$39	9%
POLYCOM	2457-80100-003	Vortex Integration Cable - RCA to mini-phoenix, white, 12'	\$19	9%
POLYCOM	2457-80100-004	Vortex Integration Cable - RCA to mini-phoenix, black, 12'	\$19	9%

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POLYCOM				
POLYCOM		Product Line Section Legend - ViewStation SP,H.323,MP,DCP		
POLYCOM		ViewStation Classic systems offer basic video conference functionality.		

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POLYCOM	2200-21500-001	V500 Set top-IP ONLY	\$1,999	28%
POLYCOM	2200-21501-001	V500 Set top-IP AND ISDN	\$2,999	28%
POLYCOM	2200-08001-001	ViewStation 128 (NTSC) with IP, single BRI, English remote, North American power cord.	\$5,999	DISCONTINUED
POLYCOM	2200-08527-001	ViewStation SP 128 (NTSC) with IP, single BRI, English remote, North American power cord	\$3,999	24.50%
POLYCOM	2200-08666-001	ViewStation MP (NTSC) with IP, Quad BRI, English remote, North American power cord	\$11,999	54.50%
POLYCOM	2200-08700-001	ViewStation SP 384 (NTSC) with IP, triple BRI, English remote, North American power cord	\$5,999	24.50%
POLYCOM	2200-11323-001	ViewStation H.323 (NTSC) with IP, English remote, North American power cord	\$6,999	DISCONTINUED
POLYCOM	2305-09005-001	ViewStation MP (NTSC) with IP, DCP, English remote, North American power cord	\$11,999	54.50%

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POLYCOM	2215-09011-001	ViewStation H.323 Quad BRI Module	\$1,999	54.50%
	2215-09013-001	ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade)	\$2,999	54.50%
POLYCOM	2215-09016-001	ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade)	\$999	54.50%
POLYCOM	2457-08531-001	CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M	\$189	9%

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POLYCOM	2200-08668-001	ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately	\$4,999	54.50%
POLYCOM	2200-10440-001	Headset Kit for ViaVideo and ViewStation SP	\$99	9%

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POLYCOM	1465-20840-001	POWER SUPPLY - ViewStation SP	\$99	9%
POLYCOM	1465-20856-001	POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP	\$99	9%
POLYCOM	1517-08822-002	ADAPTER, YELLOW - S-Video to RCA, Yellow Adapter	\$10	9%
POLYCOM	1517-08826-001	ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle	\$19	9%
POLYCOM	2215-08586-001	CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green connector.	\$89	9%
POLYCOM	2215-08631-001	Cable Pack - ISDN Cables - includes (4) RJ-45 to RJ-45 cables with clear connectors, 20'	\$69	9%
POLYCOM	2457-08341-001	CABLE - Standard RJ-45 cable for VS SP, VS 128, VS MP, DCP, green connector, 20'.	\$19	9%

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POLYCOM	3851-04945-001	Help Desk, 5x9 weekdays during normal business day - LIST PRICE	\$500	3%
POLYCOM	3851-04945-002	Help Desk, ViewStations, 1 Year, Telephone Technical Support During Business Hours, Service Reseller	\$450	3%

POLYCOM	4862-08957-001	ViewStation, Remote Installation (excludes VS4000), by Telephone Support - LIST PRICE	\$799	3%
POLYCOM	4862-08957-002	Remote Install, ViewStations, excludes VS4000, by telephone support during business hours - Reseller	\$719	3%
POLYCOM	4865-06505-001	Polycom Consulting -- Hourly Rate	\$250	9%
POLYCOM	4865-06680-001	Certification for Pre-Service Contract Inspection - LIST PRICE	\$499	3%
POLYCOM	4865-06680-002	Pre-Contract Inspection Fee for Video products - Reseller	\$449	3%
POLYCOM	4865-06795-001	Miscellaneous Service	Per Instance	3%
POLYCOM	ETS5-12-VS-P	Extended Telephone Support, ViewStations, 5 Days, Monday-Friday by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$500	3%
POLYCOM	ETS7-12-VS-P	Extended Telephone Support, ViewStation, 7 Days, Monday-Sunday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$700	3%
POLYCOM	RETS5-12-VS-P	Extended Telephone Support, ViewStations, 5 Days, Monday-Friday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$450	3%
POLYCOM	RETS7-12-VS-P	Extended Telephone Support, ViewStation, 7 Days, Monday-Sunday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$630	3%

## Product Family Footnote - ViewStation Miscellaneous Maintenance Services

GLOBAL Reach - Polycom's GLOBAL Reach is a new initiative which allows Channel partners to place PO's for product and service, for world wide deployment, using Polycom's service & distribution capabilities.

See GLOBAL Reach tab in this Price List for more information, and how to place a GLOBAL Reach order.

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POLYCOM	2457-08670-001	CABLE - Mic Pod cable with brown connector, 10'	\$9 9%

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POLYCOM	4870-00047-004	Installation, ViewStation FX, 4000, On-site Installation of System and certain Collaboration Tools, LIST PRICE*	\$1,500 3%
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POLYCOM	4870-00047-112	Premier 1 Year, ViewStation FX, 4000, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE	\$1,095 3%
POLYCOM	4870-00047-312	Premier 3 Year, ViewStation FX, 4000, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE	\$2,630 3%

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POLYCOM	2200-50619-001	iPower 9800 w/ dual 32 in. monitors and carts, includes: iPower 9800 w/ V.35 as described in 2200-50611, dual Premier cart w/ Bose speaker, XGA 32 in. monitor, NTSC/PAL 32 in. monitor. DOES include English language components - no LK is necessary.	\$28,999	32%
POLYCOM	2200-50626-001	iPower 9000 Series Language Kit, with US-English keyboard and remote, and North American power cables. To be ordered with iPower 9000 Series only.	\$0	0%
POLYCOM	2200-50679-001	3000iPower Ready systems, IP , English	\$18,099	32%
POLYCOM	2200-50680-001	3000iPower Ready systems, QUADBRI , English	\$20,099	32%
POLYCOM	2200-50681-001	3000iPower Ready systems, V.35 , English	\$20,099	32%
POLYCOM				
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POLYCOM	7200-52201-001	iPower 9400 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display, with IP interface as described in 2200-50730-001. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$20,999	32%
POLYCOM	7200-52201-002	iPower 9400 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with QBRI interface as described in 2200-50733-001. Includes dual integrated speakers, subwoofer. DOES include English language components.	\$22,999	32%
POLYCOM	7200-52201-003	iPower 9400 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50736-001. Includes dual integrated speakers, subwoofer. DOES include English language components.	\$22,999	32%
POLYCOM	7200-52202-001	iPower 9400 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50730-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$24,299	32%
POLYCOM	7200-52202-002	iPower 9400 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50733-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$26,299	32%
POLYCOM	7200-52202-003	iPower 9400 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50736-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$26,299	32%
POLYCOM				
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POLYCOM	2200-50730-001	iPower 9400: chassis - IP interface, iPower 70 NTSC camera, PowerMic, new keyboard and remote. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$15,499	32%
POLYCOM	2200-50733-001	iPower 9400: chassis - QUAD interface, iPower 70 NTSC camera, PowerMic, new keyboard and remote. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$17,499	32%
POLYCOM	2200-50736-001	iPower 9400: chassis - V.35 interface, iPower 70 NTSC camera, PowerMic, new keyboard and remote. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$17,499	32%
POLYCOM				
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POLYCOM	2200-50623-001	iPower 9000 Codec, includes: iPower 9000 2U rackmountable codec with QBRI interface, rackmount kit, VISCA camera control cable with IR pins, new keyboard and remote, IR receiver. DOES include English language components - no LK is necessary.	\$15,999	32%
POLYCOM	2200-50624-001	iPower 9000 Codec, includes: iPower 9000 2U rackmountable codec with IP interface, rackmount kit, VISCA camera control cable with IR pins, new keyboard and remote, IR receiver. DOES include English language components - no LK is necessary.	\$13,999	32%
POLYCOM	2200-50625-001	iPower 9000 Codec, includes: iPower 9000 2U rackmountable codec with V.35, rackmount kit, VISCA camera control cable with IR pins, new keyboard and remote, IR receiver. DOES include English language components - no LK is necessary.	\$15,999	32%
POLYCOM	2200-50626-001	iPower 9000 Series Language Kit, with US-English keyboard and remote, and North American power cables. To be ordered with iPower 9000 Series only.	\$0	3%
POLYCOM				
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POLYCOM	2200-50810-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, single 50 in. Plasma and floor stand, for connection to IP networks only	\$49,999	22%
POLYCOM	2200-50811-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas and floor stand, for connection to IP networks only	\$57,999	22%
POLYCOM	2200-50812-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza, for connection to IP networks only	\$57,999	22%
POLYCOM	2200-50813-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, for connection to IP networks only	\$77,999	22%
POLYCOM	2200-50814-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, single 50 in. Plasma and floor stand, for connection to QBRI and IP networks	\$51,999	22%
POLYCOM	2200-50815-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, dual 50 in. Plasmas and floor stand, for connection to QUAD BRI and IP networks	\$59,999	22%

POLYCOM	2200-50816-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza, for connection to QUAD BRI and IP networks	\$59,999	22%
POLYCOM	2200-50817-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, for connection to Quad and IP networks	\$79,999	22%
POLYCOM	2200-50818-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, single 50 in. Plasma and floor Stand, V35/RS449 network connections	\$51,999	22%
POLYCOM	2200-50819-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, dual 50 in. Plasma and floor stand, V.35/RS449 network connections	\$59,999	22%
POLYCOM	2200-50820-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza, V.35/RS449 network connections	\$59,999	22%
POLYCOM	2200-50821-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, V.35/RS449 network connections	\$79,999	22%
POLYCOM	2583-50927-001	Executive Collection optional credenza to be added to EC floor or wall system (as second credenza with wall system) to support additional equipment needs. Furniture only - does not include a codec, sound system or other electronics.	\$6,999	9%

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POLYCOM	8200-50647-001	PowerMic, with cable for connecting directly to iPower 9000, 900, 600 Series or Executive. Includes 25ft/7.5m cable. Also compatible with PictureTel Concorde, S4000EX/ZX, Venue.	\$799	9%
POLYCOM	8200-50648-001	Extension PowerMic, with cable for daisy-chaining to another PowerMic. Includes 25ft/7.5m and 10ft/3m cables. Also compatible with PictureTel Concorde, S4000EX/ZX, Venue.	\$799	9%
POLYCOM	CBL-MIC-EXT-10	PowerMic daisy chain cable, 10ft/3m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$100	3%
POLYCOM	CBL-MIC-EXT-25	PowerMic daisy chain cable, 25ft/7.5m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$100	3%
POLYCOM	CP-0666	PowerMic cable, 50ft/15m. Allows connection of PowerMic to videoconferencing system.	\$190	3%
POLYCOM	CP-0692	PowerMic cable, 100ft/30m. Allows connection of PowerMic to videoconferencing system.	\$260	3%
POLYCOM	CP-0848	PowerMic daisy chain cable, 50ft/15m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$180	3%
POLYCOM	CP-1041	PowerMic daisy chain cable, 100ft/30m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$240	3%
POLYCOM	CP-1270	PowerMic cable, 150ft/45m. Allows connection of PowerMic to videoconferencing system.	\$325	3%

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POLYCOM	8200-50649-001	ImageShare II device for iPower 9000 Series, iPower 600 or iPower Executive. Includes 25ft/7.5m cable to system.	\$799	9%
POLYCOM	CBL-IMAGESHARE-50	50ft/15m cable ImageShare device-to-system connection. For iPower 900 Series only.	\$250	9%
POLYCOM	IMAGESHARE	ImageShare device for iPower 900 Series only. Includes 25ft/7.5m cable to system	\$2,000	32%

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POLYCOM	2200-51000-001	50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower 9000 Series	\$99	9%
POLYCOM	7230-21703-001	Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$300	9%
POLYCOM	7230-21704-001	Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$500	9%
POLYCOM	7230-21705-001	Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$780	9%
POLYCOM	7230-21706-001	Camera cable for PowerCam, 200ft/60m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$960	9%
POLYCOM	7230-50880-001	Camera cable for PowerCam Plus, 30ft/9m. For iPower 9000 Series.	\$325	9%
POLYCOM	7230-50881-001	Camera cable for PowerCam Plus, 50ft/15m. For iPower 9000 Series	\$425	9%
POLYCOM	7230-50882-001	Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$550	9%
POLYCOM	8200-21387-001	PowerCam as auxiliary camera for iPower 9000 Series. Includes PowerCam NTSC and accessories including 50ft cables for iPower 9000.	\$1,499	9%
POLYCOM	8200-50644-001	Adapter cable for connecting iPower 70 camera as auxiliary camera to iPower 9000 Series	\$49	9%
POLYCOM	8200-50645-001	PowerCam Plus camera for iPower 9000 Series, NTSC video system. Includes 10ft/3m cable to system.	\$2,999	9%
POLYCOM	CABLE-RPC50	Camera cable for iPower 70 or 80 cameras, 50ft/15m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Power supply may be required on some systems.	\$300	9%

POLYCOM	CP-0885	Camera cable for iPower 70 or 80 cameras, 150ft/45m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$700	3%
POLYCOM	CP-0886	Camera cable for iPower 70 or 80 cameras, 100ft/30m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$550	3%
POLYCOM	CP-1268	Camera cable for iPower 70 or 80 cameras, 200ft/60m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$850	3%
POLYCOM	CP-1450	Camera cable for iPower 70 or 80 cameras, 25ft/7.5m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Power supply may be required on some systems.	\$175	3%
POLYCOM	RPC-PSU	Power Supply for PowerCam, PowerCam Plus. Used when required by cable length. Also compatible with iPower 70 and iPower 80 camera models.	\$125	3%
POLYCOM	TPD	Tripod for remote PTZ cameras.	\$500	9%
POLYCOM				
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POLYCOM	2200-51002-001	IR receiver for new wireless keyboard and remote (US English only)	\$49	9%
POLYCOM	2200-51004-001	New Wireless keyboard (English). For iPower 900, 600 and Executive, requires v5.0 and new IR receiver	\$399	9%
POLYCOM	2200-51013-001	New Wireless keyboard and handheld remote control including IR receiver (English). For iPower 900, 600 and Executive, requires v5.0	\$499	9%
POLYCOM	2200-51022-001	New Wireless handheld remote control (English). For iPower 900, 600 and Executive, requires v5.0 and new IR receiver	\$149	9%
POLYCOM	LAMB-E	Look-at-Me-Button (English) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
POLYCOM	LAMB-F	Look-at-Me-Button (French) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
POLYCOM	LAMB-G	Look-at-Me-Button (German) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
POLYCOM	LAMB-I	Look-at-Me-Button (Italian) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
POLYCOM	LAMB-J	Look-at-Me-Button (Japanese) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
POLYCOM	LAMB-P	Look-at-Me-Button (Portuguese) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
POLYCOM	LAMB-S	Look-at-Me-Button (Spanish) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
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POLYCOM	8200-50642-001	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears.	\$99	9%
POLYCOM	8200-50643-001	Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector)	\$99	9%
POLYCOM	CABLE-YC10	10 ft. Standard S-Video Cable (4 Pin to 4 Pin).	\$60	3%
POLYCOM	CBL-KIT-VCR	Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA).	\$60	9%
POLYCOM	CBL-LINEAUDIO	Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems.	\$30	9%
POLYCOM	CBL-PEOPLE-RCA	Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m.	\$25	9%
POLYCOM	CBL-VID-RCA	Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01).	\$60	9%
POLYCOM	CBL-VID-YC	Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01).	\$60	9%
POLYCOM	PWR-ADAPTER-A	Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart.	\$25	9%
POLYCOM	PWR-CBL-A	Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela.	\$25	9%
POLYCOM				
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POLYCOM	2200-50847-001	Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and software, English language only.	\$1,899	9%
POLYCOM	2200-50849-001	Spare replacement pen for Wireless Tablet for iPower systems, for US and Europe.	\$299	9%
POLYCOM				
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POLYCOM	THINDISPLAYADAPTOR	Thin Display Adaptor for iPower 600 Series. Allows system camera/mic module to be detached from main unit, up to 16ft/5m distance.	\$750	9%
POLYCOM	WSPEAKER	Videoconference-optimized powered Bose stand-alone speaker. Includes PWR-CBL-A and line-level audio cable. Some countries may require appropriate power cable.	\$1,000	9%

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POLYCOM	2200-21450-001	Polycorn Interactive Voice & Touch Control software for iPower systems 5.3 or higher. Allows users to control iPower system with voice commands and control camera with pointing device. English language support only.	\$1,999	9%
POLYCOM	2200-51030-001	Version 5.0 Software Upgrade - For iPower 600, 900, 9000 running v3.x and above.	\$35	3%
POLYCOM	2200-51031-001	Version 5.0 Software Upgrade. For iPower 900 systems running v2.x or lower. Includes Windows 2000 upgrade license	\$125	3%
POLYCOM	2200-51032-001	Version 5.0 Software Upgrade. For iPower 900 systems running v3.x or higher - Re-image CD set	\$35	3%
POLYCOM	2200-51033-001	Version 5.0 Software Upgrade. For iPower 9000 systems - Re-image CD set	\$35	3%
POLYCOM	2200-51034-001	Digital Conference Recording software option for iPower systems. Enables system to record meeting people and content to a designated computer folder. For any iPower system running v5.0 or higher.	\$2,499	39%
POLYCOM	3200-50651-001	Internal 4-site multipoint option for iPower systems. Enables system to call up to 3 video sites at 768 kbps each on H.323/IP. For iPower 600, 900, 9000 running v3.1 and above.	\$2,999	39%
POLYCOM	3200-50652-001	Internal 12-site multipoint option for iPower systems. Enables system to call up to 11 video sites at 768 kbps each on H.323/IP. For iPower 9000 Series, or iPower 600 and 900 running v5.0 and above.	\$6,999	39%
POLYCOM	IPOWER-MTA	Meeting Tool Assistant feature for iPower systems. Allows user interface controls of select models of document camera, VCR, and projector. Controls are RS-232-based and may require additional hardware and/or cables.	\$1,499	39%
POLYCOM	P600-UPG-SW4.0	Version 4.0 Upgrade for iPower 600 Series systems - Software only.	\$35	3%
POLYCOM	P900-UPG-SW4.0	Version 4.0 Upgrade - For iPower 900 systems running v3.0 or higher - Software Only	\$35	3%
POLYCOM	P900-UPG-SW4.0-W2K	Version 4.0 Upgrade - For iPower 900 systems running v2.x or lower - Software Only - Includes Windows 2000 upgrade license	\$125	3%
POLYCOM				
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POLYCOM	5200-50900-001	iPower Documentation CD, including electronic version of latest documentation (software v5.0) for iPower 9000/900/600 Series.	\$29	3%
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POLYCOM	4865-06680-001	Certification for Pre-Service Contract Inspection - LIST PRICE	\$499	3%
POLYCOM	4865-06680-002	Pre-Contract Inspection Fee for Video products - Reseller	\$449	3%
POLYCOM	ETS5-12-IPWR-P	Extended Telephone Support,iPower, 5 Days, Monday-Friday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$500	3%
POLYCOM	ETS7-12-IPWR-P	Extended Telephone Support, iPower, 7 Days, Monday-Sunday by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$700	3%
POLYCOM	RETS5-12-IPWR-P	Extended Telephone Support,iPower, 5 Days, Monday-Friday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$450	3%
POLYCOM	RETS7-12-IPWR-P	Extended Telephone Support, iPower, 7 Days, Monday-Sunday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$630	3%
POLYCOM				
POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM				
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POLYCOM				
POLYCOM	4870-00055-004	Installation, iPower 9000 Series, On-site Installation of System and certain Collaboration Tools, LIST PRICE*	\$1,500	3%
POLYCOM				
POLYCOM	4870-00055-112	Premier 1 Year, iPower 9000 Series, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE	\$1,095	3%
POLYCOM	4870-00055-312	Premier 3 Year, iPower 9000 Series, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE	\$2,630	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00055-114	Premier Plus, 1 Year, iPower 9000 Series, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,995	3%

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POLYCOM	4870-00052-165	Partner Premier Plus 2 Day, 1 Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts&Labor, Telephone Tech Support During Business Hrs, SW Updates& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$1,895	3%
POLYCOM	4870-00052-364	Partner Premier Plus, 3 Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) *	\$7,410	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00052-161	Partner Premier In Warranty 1Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,100	3%
POLYCOM	4870-00052-162	Partner Premier Out ofWarranty 1Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$2,200	3%
POLYCOM	4870-00052-362	Partner Premier 3Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$4,950	3%

POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00053-004	Installation, iPower 9000 Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE*	\$2,395	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00053-112	Premier 1 Year, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$2,920	3%
POLYCOM	4870-00053-312	Premier 3 Years, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$7,010	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00053-114	Premier Plus, 1 Year, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$5,310	3%
POLYCOM	4870-00053-115	Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$4,250	3%
POLYCOM	4870-00053-314	Premier Plus, 3 Years, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE*	\$12,745	3%
POLYCOM				
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POLYCOM				
POLYCOM	4870-00053-161	Partner Premier In Warranty 1Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,325	3%
POLYCOM	4870-00053-162	Partner Premier Out ofWarranty 1Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$2,650	3%
POLYCOM	4870-00053-362	Partner Premier 3Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$5,965	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00053-164	Partner Premier Plus, 1 Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,890	3%
POLYCOM	4870-00053-165	Partner Premier Plus 2 Day, 1 Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,190	3%
POLYCOM	4870-00053-364	Partner Premier Plus, 3 Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) *	\$8,920	3%



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POLYCOM	4870-00054-004	Installation, iPower 9000 Executive Collection, Dual 61 in. Plasma Monitor System - LIST PRICE*	\$2,395	3%
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POLYCOM	4870-00054-112	Premier 1 Year, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$3,910	3%
POLYCOM	4870-00054-312	Premier 3 Years, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$9,385	3%
POLYCOM				
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POLYCOM	4870-00054-114	Premier Plus, 1 Year, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$7,110	3%
POLYCOM	4870-00054-115	Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$5,690	3%
POLYCOM	4870-00054-314	Premier Plus, 3 Years, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE*	\$17,065	3%
POLYCOM				
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POLYCOM	4870-00054-161	Partner Premier In Warranty 1Yr, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,775	3%
POLYCOM	4870-00054-162	Partner Premier Out of Warranty 1Yr, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$3,550	3%
POLYCOM	4870-00054-362	Partner Premier 3Yr, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$7,990	3%
POLYCOM				
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POLYCOM	4870-00054-164	Partner Premier Plus, 1 Yr, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$5,335	3%
POLYCOM	4870-00054-165	Partner Premier Plus 2 Day, 1 Yr, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$4,265	3%
POLYCOM	4870-00054-364	Partner Premier Plus, 3 Yr, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) *	\$11,945	3%



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	4870-00057-114	Premier Plus, 1 Year, Babylon Encryption QUAD BRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,090	3%
POLYCOM				
	4870-00057-115	Premier Plus 2 Day, 1 Year, Babylon Encryption QUAD BRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$870	3%
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	4870-00057-161	Partner Premier In Warranty, 1 Yr, Babylon Encryption QUAD BRI, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$435	3%
POLYCOM				
	4870-00057-162	Partner Premier Out of Warranty, 1 Yr, Babylon Encryption QUAD BRI, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, Software Updates&Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$495	3%
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	4870-00057-164	Partner Premier Plus, 1 Year, Babylon Encryption QUAD BRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$820	3%
POLYCOM				
	4870-00057-165	Partner Premier Plus 2 Day, 1 Year, Babylon Encryption QUAD BRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$655	3%
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	4870-00058-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE*	\$550	3%
POLYCOM				
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	4870-00058-112	Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE	\$1,705	3%
POLYCOM				
POLYCOM				
POLYCOM				
	4870-00058-114	Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$2,835	3%
POLYCOM				
	4870-00058-115	Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$2,270	3%
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POLYCOM				
	4870-00058-161	Partner Premier In Warranty, 1 Yr, Babylon Encryption PRI, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$1,560	3%
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	4870-00058-162	Partner Premier Out of Warranty, 1 Yr, Babylon Encryption PRI, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, Software Updates&Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$1,405	3%
POLYCOM				
	4870-00058-164	Partner Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$2,125	3%
POLYCOM				
	4870-00058-165	Partner Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$2,045	3%
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**Product Family Section Legend - MGC-25**

Polycorn's MGC-25 Platform is an easy to use, plug-and-play, multi-network conferencing solution. The MGC-25 is a small 19in chassis with a sleek, rack-mountable design, yet provides value conferencing by supporting the same software as the MGC-50 and MGC-100 platforms. With ten preset configurations of Unified Conferencing, Polycom VideoPlus, Polycom VoicePlus and standalone gateway, the MGC-25 is the perfect solution for any workgroup environment or large enterprise with distributed network requirements.

## References

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POLYCOM	VCCP0105	MGC Power Cord 250VAC 2.3 Meter (8 ft) Italy, Chile	\$0	3%
POLYCOM	VCCP0106	MGC Power Cord 250VAC 2.3 Meter (8 ft) India, South Africa	\$0	3%
POLYCOM	VCCP0107	MGC Power Cord 250VAC 2.3 Meter (8 ft) Switzerland	\$0	3%
POLYCOM	VCCP0108	MGC Power Cord 250VAC 2.3 Meter (8 ft) Israel	\$0	3%
POLYCOM	VCCP0109	MGC Power Cord 250VAC 2.3 Meter (8 ft) Australia, New Zealand	\$0	3%
POLYCOM	VCCP0110	MGC Power Cord 250VAC 2.3 Meter (8 ft) Denmark, Sweden	\$0	3%
POLYCOM	VCCP0111	MGC Power Cord 250VAC 2.3 Meter (8 ft) Argentina, Uruguay	\$0	3%
POLYCOM	VCCP0112	MGC Power Cord 110VAC 2.3 Meter (8 ft) Japan, Taiwan, Thailand	\$0	3%
POLYCOM	VCCP0113	MGC Power Cord 250VAC 2.3 Meter (8 ft) South America, Korea	\$0	3%
POLYCOM	VCCP0114	MGC Power Cord 250VAC 2.3 Meter (8 ft) Hong Kong	\$1	3%

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POLYCOM	VNMM0401	MGC MPI-4 H.320 Module: Supports 4 connections using V.35, RS449, or EIA-530. RS366 Dialing. 1 Meter Cable included.	\$6,000	44.00%
POLYCOM	VNMM0402	MGC MPI-4 H.320 Module: Supports 4 connections using V.35, RS449, or EIA-530. RS366 Dialing. 5 Meter Cable included.	\$6,000	44.00%
POLYCOM	VNMM0801	MGC MPI-8 H.320 Module: Supports 8 connections using V.35, RS449, or EIA-530. RS366 Dialing. 1 Meter Cables included.	\$12,000	44.00%
POLYCOM	VNMM0802	MGC MPI-8 H.320 Module: Supports 8 connections using V.35, RS449, or EIA-530. RS366 Dialing. 5 Meter Cables included.	\$12,000	44.00%
POLYCOM	VNMN0201	MGC NET-2 H.320 ISDN(PRI), Leased (T1/E1) Module: Supports 2 circuits. Each configurable as Leased or ISDN PRI, T1 or E1 (without CSU)	\$8,400	44.00%
POLYCOM	VNMN0401	MGC NET-4 H.320 ISDN(PRI), Leased (T1/E1) Module: Supports 4 circuits. Each configurable as Leased or ISDN PRI, T1 or E1 (without CSU)	\$16,000	44.00%
POLYCOM	VNMN0801	MGC NET-8 H.320 ISDN(PRI), Leased (T1/E1) Module: Supports 8 circuits. Each configurable as Leased or ISDN PRI, T1 or E1 (without CSU)	\$28,000	44.00%
POLYCOM	VNMP1201	MGC IP-12 Port Module: H.323 for up to 12 sites @128K OR 12 sites @384K OR 6 sites @768K OR 3 sites @2M	\$15,000	44.00%
POLYCOM	VNMP2401	MGC IP-24 Port Module: H.323 for up to 48 sites@128K OR 24 sites @384K OR 12 sites@768K or 6 sites @2M	\$29,000	44.00%
POLYCOM	VNMP4801	MGC IP-48 Port Module: H.323 for up to 96 sites @128K or 48 sites @ 384K OR 24 sites @768K OR 12 sites @2M	\$49,000	44.00%
POLYCOM	VNMX0801	MGC MUX- 8 H.320 Module: supports 8 sites up to 768K, OR 4 sites T1/E1 ** 8 PORT SYSTEM ONLY! **	\$10,900	44.00%
POLYCOM	VNMX1601	MUX. 16 MGC MUX-16 H.320 Module: supports 16 sites up to 384K OR 8 sites up to 768K OR 4 sites T1/E1 - OVER 8 PORTS	\$17,000	44.00%
POLYCOM	VUPG0003	MGC MUX 8 to MUX 16 Software License Upgrade	\$6,100	44.00%

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POLYCOM	VRMA1201	MGC Audio 12 Port Module - support 12 ports voice	\$15,700	44.00%
POLYCOM	VRMA1202	MGC "Audio+ module supports 12 ports video or 24 ports voice"	\$15,700	44.00%
POLYCOM	VRMA2402	MGC "Audio+ module supports 24 ports video or 48 ports voice"	\$29,500	44.00%
POLYCOM	VRMA4802	MGC "Audio+ module supports 48 ports video or 96 ports voice"	\$45,400	44.00%
POLYCOM	VRMT1201	MGC T.120-12 Port Data Module: Data Application for up to 12 sites. (Requires purchase of VSWT0101 - 12 sites)	\$9,300	44.00%
POLYCOM	VRMT2401	MGC T.120-24 Port Data Module: Data Application for up to 24 sites (Requires purchase of VSWT0101 - 24 sites)	\$14,450	44.00%
POLYCOM	VRMV0601	MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601).	\$18,000	44.00%
POLYCOM	VRMV0801	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801)	\$28,000	44.00%
POLYCOM	VRMV1201	MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768Kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6)	\$36,000	44.00%

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POLYCOM	VMSM0101	MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC.	\$450	44.00%
POLYCOM	VSWB0801	MGC License for 8 H.320 sites using ISDN BONDING	\$13,500	44.00%
POLYCOM	VSWB1601	MGC License for 16 H.320 sites using ISDN BONDING	\$21,000	44.00%
POLYCOM	VSWC0601	MGC License for 6 ports Video to use Continuous Presence	\$5,000	44.00%
POLYCOM	VSWD0801	MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding	\$10,000	44.00%
POLYCOM	VSWG0801	MGC Click & View 8 Port License	\$7,500	44.00%
POLYCOM	VSWH0601	MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps	\$5,000	44.00%
POLYCOM	VSWP0801	MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY)	\$1	44.00%
POLYCOM	VSWP1601	MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY)	\$30,000	44.00%
POLYCOM	VSWP2001	MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU ONLY)	\$65,000	44.00%
POLYCOM	VSWP2801	MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY)	\$75,000	44.00%
POLYCOM	VSWP3201	MGC H.320 Port License for additional 4 H.320 sites. Either Upgrades OR base after first 28 sites	\$10,000	44.00%
POLYCOM	VSW0103	MGC VoicePlus IVR/DTMF Software License: IVR/DTMF Suite + Virtual Conference Suite + Music I/O connector. VOICEPLUS ONLY	\$0	44.00%
POLYCOM	VSW0105	MGC Unified Conference Suite: IVR/DTMF Suite + Virtual Conference Suite + Music IO connector for Unified Conferencing Platform	\$15,000	44.00%



POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Line Section Legend - MGC Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
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POLYCOM	4870-00007-004	Installation, MGC25, On-site Installation of System - LIST PRICE*	\$2,495	3%
POLYCOM	4870-00007-006	Installation & Training, MGC25, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$3,095	3%
POLYCOM	4870-00007-008	Installation & Training, MGC25 & PathNavigator, any License Size, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$3,895	3%
POLYCOM	4870-00007-009	Installation, MGC25 & PathNavigator, any License Size, On-site Installation of System, LIST PRICE*	\$3,295	3%
POLYCOM	4870-00008-004	Installation MGC-50 - On-site Installation of System, LIST PRICE*	\$2,995	3%
POLYCOM	4870-00008-006	Installation & Training - MGC50, On-site Installation and on-site System Administrator Training, LIST PRICE*	\$3,995	3%
POLYCOM	4870-00008-008	Installation & Training, MGC50 any configuration and PathNavigator, any license size, On-site Installation and on-site System Administrator Training, LIST PRICE*	\$3,995	3%
POLYCOM	4870-00009-004	Installation, MGC100, On-site Installation of System, LIST PRICE*	\$5,000	3%
POLYCOM	4870-00009-006	Installation & Training - MGC 100, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$9,000	3%
POLYCOM	4870-00009-008	Installation & Training, MGC100, any configuration and PathNavigator, any license size, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$9,995	3%
POLYCOM				
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POLYCOM	4870-00007-110	Standard 1 Year, MGC25, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	6.03%	3%
POLYCOM	4870-00007-310	Standard 3 Year, MGC25, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory - Prices Represent % of List Price - LIST PRICE	14.53%	3%
POLYCOM	4870-00008-110	Standard 1 Year, MGC50, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	6.03%	3%
POLYCOM	4870-00008-310	Standard 3 Year, MGC50, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory - Prices Represent % of List Price - LIST PRICE	14.53%	3%
POLYCOM	4870-00009-110	Standard 1 Year, MGC100, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	6.03%	3%
POLYCOM	4870-00009-310	Standard 3 Year, MGC100, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory - Prices Represent % of List Price - LIST PRICE	14.53%	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00007-112	Premier 1 Yr, MGC25, Parts shipped priority level same business day, Telephone Tech Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	8.03%	3%
POLYCOM	4870-00007-312	Premier 3 Year, MGC25, Parts shipped priority level same business day, Telephone Technical Support During Business Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE	19.03%	3%
POLYCOM	4870-00008-112	Premier 1 Yr, MGC50, Parts shipped priority level same business day, Telephone Tech Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	8.03%	3%
POLYCOM	4870-00008-312	Premier 3 Year, MGC50, Parts shipped priority level same business day, Telephone Technical Support During Business Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE	19.03%	3%
POLYCOM	4870-00009-112	Premier 1 Yr, MGC100, Parts shipped priority level same business day, Telephone Tech Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	8.03%	3%
POLYCOM	4870-00009-312	Premier 3 Year, MGC100, Parts shipped priority level same business day, Telephone Technical Support During Business Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE	19.03%	3%
POLYCOM				
POLYCOM				
POLYCOM	4865-20504-001	7 x 24 Extended Help Desk (Premier Plus, Premier, Basic Customers Add On to Maintenance Service Agreement, for which terms coincide) - Prices Represent % of List Price - LIST PRICE	3.30%	3%
POLYCOM	4865-20504-002	7x24 EX HELP DESK,ACCORD,RESELL	2.7%	3%

POLYCOM				
POLYCOM				
POLYCOM	4865-06680-003	Pre-Contract Inspection for MGC Products	\$1,500	3%
POLYCOM	4865-06680-004	Pre-Contract Inspection Fee for MGC products, Reseller	\$1,350	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00007-114	Premier Plus, 1 Year MGC25,Next business day parts & labor, Telephone Technical Support During Business Hrs, software updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices Represent % of List Price - LIST PRICE*	12.03%	3%
POLYCOM	4870-00007-314	Premier Plus 3 Year, MGC25, Next business day parts & labor, Telephone Technical Support During Business Hours and software updates & upgrades - Prices Represent % of List Price - LIST PRICE*	29.03%	3%
POLYCOM	4870-00008-114	Premier Plus, 1 Year MGC50,Next business day parts & labor, Telephone Technical Support During Business Hrs, software updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices Represent % of List Price - LIST PRICE*	12.03%	3%
POLYCOM	4870-00008-314	Premier Plus 3 Year, MGC50, Next business day parts & labor, Telephone Technical Support During Business Hours and software updates & upgrades - Prices Represent % of List Price - LIST PRICE*	29.03%	3%
POLYCOM	4870-00009-114	Premier Plus, 1 Year MGC100,Next business day parts & labor, Telephone Technical Support During Business Hrs, software updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices Represent % of List Price - LIST PRICE*	12.03%	3%
POLYCOM	4870-00009-314	Premier Plus 3 Year, MGC100, Next business day parts & labor, Telephone Technical Support During Business Hours and software updates & upgrades - Prices Represent % of List Price - LIST PRICE*	29.03%	3%
POLYCOM				
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POLYCOM	4870-00007-161	Partner Premier in Warranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price	4.03%	3%
POLYCOM	4870-00007-162	Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price	6.03%	3%
POLYCOM	4870-00007-362	Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price	15.03%	3%
POLYCOM	4870-00008-161	Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price	3.53%	3%
POLYCOM	4870-00008-162	Partner Premier-OutofWarranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price	4.53%	3%
POLYCOM	4870-00008-362	Partner Premier, 3 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price	11.25%	3%
POLYCOM	4870-00009-161	Partner Premier in Warranty 1 Yr, MGC100, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than Yr prorated to be accordingly)Prices Represent % of List Price	3.53%	3%
POLYCOM	4870-00009-162	Partner Premier-OutofWarranty 1 Yr, MGC100, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price	4.53%	3%
POLYCOM	4870-00009-362	Partner Premier, 3 Yr, MGC100, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price	11.25%	3%

POLYCOM				
POLYCOM				
POLYCOM	4870-00007-164	Partner Premier Plus 1 Yr, MGC25, Next bus day parts & labor, Telephone Tech Support to Partner During Business Hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)Prices Represent % of List Price*	9.03%	3%
POLYCOM	4870-00007-364	Partner Premier Plus 3 Year, MGC25, Next business day parts & labor, Telephone Technical Support to Partner During Business Hours and software updates & upgrades - Prices Represent % of List Price*	20.03%	3%
POLYCOM	4870-00008-164	Partner Premier Plus 1 Yr, MGC50, Next bus day parts & labor, Telephone Tech Support to Partner During Business Hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)Prices Represent % of List Price*	9.03%	3%
POLYCOM	4870-00008-364	Partner Premier Plus 3 Year, MGC50, Next business day parts & labor, Telephone Technical Support to Partner During Business Hours and software updates & upgrades - Prices Represent % of List Price*	20.03%	3%
POLYCOM	4870-00009-164	Partner Premier Plus 1 Yr, MGC100, Next bus day parts & labor, Telephone Tech Support to Partner During Business Hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)Prices Represent % of List Price*	9.03%	3%
POLYCOM	4870-00009-364	Partner Premier Plus 3 Year, MGC100, Next business day parts & labor, Telephone Technical Support to Partner During Business Hours and software updates & upgrades - Prices Represent % of List Price*	20.30%	3%
POLYCOM				
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POLYCOM		Product Line Section Legend - EZVC Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
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POLYCOM	SUP2110	EZVC Installation - (On site Installation of software, configuration & features enablement) - LIST PRICE*	\$1,995	3%
POLYCOM	SUP2110-R	EZVC Installation - (On site Installation of software, configuration & features enablement) - Reseller*	\$1,795	3%
POLYCOM	SUP2110ADD-ON	EZVC Installation - (On site Installation of software, configuration & features enablement. If ordered at same time as MCU installation and for same location) - LIST PRICE*	\$1,000	3%
POLYCOM	SUP2110ADD-ON-R	EZVC Installation - (On site Installation of software, configuration & features enablement. If ordered at same time as MCU installation and for same location) - Reseller*	\$900	3%
POLYCOM				
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POLYCOM	SUP2100	Premier 1 Year,EZVC (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - LIST PRICE	15.30%	3%
POLYCOM	SUP2100-M	Premier 1 Year, EZVC (Unlimited Telephone Technical Support during Business Hours, Software Updates & Upgrades) Prices represent % of Product List Price, Service Manager	11.25%	3%
POLYCOM	SUP2100-R	Premier 1 Year,EZVC (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - Reseller	13.5%	3%
POLYCOM				
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POLYCOM		Product Line Section Legend - TTCM Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
POLYCOM				
POLYCOM	SUP2500	Premier 1 Year,TTCM (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - LIST PRICE	15.30%	3%
POLYCOM	SUP2500-M	Premier 1 Year, TTCM(Unlimited Telephone Technical Support during Business Hours, Software Updates & Upgrades) Prices represent % of Product List Price, Service Manager	11.25%	3%
POLYCOM	SUP2500-R	Premier 1 Year,TTCM (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - Reseller	13.5%	3%

POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Line Section Legend - WebCommander Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
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POLYCOM				
POLYCOM	4870-00010-007	Implementation Service, WebCommander, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$4,375	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00010-004	WebCommander Installation - On site Installation of software, configuration & features enablement - LIST PRICE*	\$1,995	3%
POLYCOM	4870-00010-005	WebCommander Installation - On site Installation of software, configuration & features enablement. If ordered at same time as MCU installation and for same location- LIST PRICE*	\$1,000	3%
POLYCOM	4870-00010-006	WebCommander Installation & Training -On-site Installation & on-site System Administrator Training, LIST PRICE*	\$3,500	3%
POLYCOM				
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POLYCOM	4870-00010-112	Premier 1 Year,WebCommander, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)- Prices Represent % of List Price - LIST PRICE	15.03%	3%
POLYCOM	4870-00010-312	Premier 3 Year,WebCommander, Telephone Technical Support During Business Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE	36.03%	3%
POLYCOM				
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POLYCOM				
POLYCOM	4870-00010-162	Partner Premier 1 Year, WebCommander Qualified Service Partner only, Technical Telephone Support to Partner, SW updates & upgrades (prices for terms other than 1 Yr prorated accordingly) Prices represent % of Product List Price	11.25%	3%
POLYCOM	4870-00010-362	Partner Premier, 3 Year, WebCommander, Qualified Service Partner only, Technical Telephone Support to Partner, SW updates & upgrades - Prices represent % of Product List Price	27.03%	3%
POLYCOM				
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Line Section Legend - Zyross Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
POLYCOM				
POLYCOM	4870-00011-004	Installation, Zyross, On-site Installation of software, configuration & features enablement, LIST PRICE*	\$1,995	3%
POLYCOM	4870-00011-005	Installation, Zyross, On-site Installation of software, configuration & features enablement, If performed at same time and at same location as MGC installation, LIST PRICE*	\$1,000	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00011-112	Premier, 1 Year, Zyross, Telephone Technical Support during business hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$1,550	3%
POLYCOM	4870-00011-312	Premier, 3 Year, Zyross, Telephone Technical Support during business hours, Software Updates and Upgrades, LIST PRICE	\$3,720	3%

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POLYCOM	4870-00012-112	Premier, 1 Year, WebOffice, Telephone Technical Support during business hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices represent % of Product List Price, LIST PRICE	15.03%	3%
POLYCOM	4870-00012-312	Premier, 3 Year, WebOffice, Telephone Technical Support during business hours, Software Updates & Upgrades, Prices represent % of Product List Price, LIST PRICE	36.03%	3%
POLYCOM				
POLYCOM				
POLYCOM				
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POLYCOM				
POLYCOM	4870-00012-160	Partner Premier 1 Year, WebOffice, Telephone Technical Support to Partner during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices represent % of Product List Price	11.25%	3%
POLYCOM	4870-00012-360	Partner Premier 3 Year, WebOffice, Telephone Technical Support to Partner during Business Hours, Software Updates & Upgrades, Prices represent % of Product List Price	27.03%	3%
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PART NUMBER	Description	LIST PRICE	Disc
	Product Family Section Legend - Polycom Conference Suite		
	The Polycom Network Aware Scheduler makes it easy to schedule conferences by providing users with the power to invite guests, book rooms and select necessary equipment all from within Microsoft Outlook or through a web interface. For IT professionals the Polycom Video Network Management provides tools to proactively track and adjust the network as needed from any location.		

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5151-21010-200	Network Aware Scheduler, 5-Pack License	\$4,999	22%
5151-21010-300	Network Aware Scheduler, 25-Pack License	\$19,999	22%
5151-21010-500	Network Aware Scheduler, 100-Pack License	\$59,999	22%
5151-21010-700	Network Aware Scheduler, 500-Pack License	\$149,999	22%
5151-21015-200	Network Aware Scheduler Redundant, 5-Pack Redundancy License	\$999	22%
5151-21015-300	Network Aware Scheduler Redundant, 25-Pack Redundancy License	\$3,999	22%
5151-21015-500	Network Aware Scheduler Redundant, 100-Pack Redundancy License	\$11,999	22%
5151-21015-700	Network Aware Scheduler Redundant, 500-Pack Redundancy License	\$29,999	22%

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5151-21020-200	Video Network Management, 5-Pack License (Includes Room Control)	\$7,499	22%
5151-21020-300	Video Network Management, 25-Pack License (Includes Room Control)	\$29,999	22%
5151-21020-500	Video Network Management, 100-Pack License (Includes Room Control)	\$89,999	22%
5151-21020-700	Video Network Management, 500-Pack License (Includes Room Control)	\$224,999	22%
5151-21025-200	Video Network Management Redundant, 5-Pack Redundancy License (Includes Room Control)	\$1,499	22%
5151-21025-300	Video Network Management Redundant, 25-Pack Redundancy License (Includes Room Control)	\$5,999	22%
5151-21025-500	Video Network Management Redundant, 100-Pack Redundancy License (Includes Room Control)	\$17,999	22%
5151-21025-700	Video Network Management Redundant - 500-Pack Redundancy License (Includes Room Control)	\$44,999	22%

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5151-21040-200	Polycom Conference Suite, 5-Pack License (Includes Network Aware Scheduler and Video Network Management)	\$10,999	22%
5151-21040-300	Polycom Conference Suite, 25-Pack License (Includes Network Aware Scheduler and Video Network Management)	\$42,999	22%
5151-21040-500	Polycom Conference Suite, 100-Pack License (Includes Network Aware Scheduler and Video Network Management)	\$129,999	22%
5151-21040-700	Polycom Conference Suite, 500-Pack License (Includes Network Aware Scheduler and Video Network Management)	\$324,999	22%
5151-21045-200	Polycom Conference Suite Redundant, 5-Pack Redundancy License (Includes Network Aware Scheduler and Video Network Management)	\$2,199	22%
5151-21045-300	Polycom Conference Suite Redundant, 25-Pack Redundancy License (Includes Network Aware Scheduler and Video Network Management)	\$8,599	22%
5151-21045-500	Polycom Conference Suite Redundant, 100-Pack Redundancy License (Includes Network Aware Scheduler and Video Network Management)	\$25,999	22%
5151-21045-700	Polycom Conference Suite Redundant, 500-Pack Redundancy License (Includes Network Aware Scheduler and Video Network Management)	\$64,999	22%

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POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Line Section Legend - PCS Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00014-007	Implementation Service, PLCM Conference Suite 25 License, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$6,450	3%
POLYCOM	4870-00015-007	Implementation Service, PLCM Conference Suite 100 License, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$19,500	3%
POLYCOM	4870-00016-007	Implementation Service, PLCM Conference Suite 500 License, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$48,750	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00016-004	Installation, PLCM Conference Suite, On-site Installation - LIST PRICE*	\$3,995	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00013-112	Premier 1 Year, PLCM Conference Suite5, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$1,650	3%
POLYCOM	4870-00013-312	Premier 3 Year, PLCM Conference Suite5, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$3,960	3%
POLYCOM	4870-00014-112	Premier 1 Year, PLCM Conference Suite25, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$6,450	3%
POLYCOM	4870-00014-312	Premier 3 Year, PLCM Conference Suite25, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$15,480	3%
POLYCOM	4870-00015-112	Premier 1 Year, PLCM Conference Suite100, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$19,500	3%
POLYCOM	4870-00015-312	Premier 3 Year, PLCM Conference Suite100, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$46,800	3%
POLYCOM	4870-00016-112	Premier 1 Year, PLCM Conference Suite500, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$48,750	3%
POLYCOM	4870-00016-312	Premier 3 Year, PLCM Conference Suite500, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$117,000	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00013-160	Partner Premier, 1 Yr, PLCM Conference Suite5, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$1,240	3%
POLYCOM	4870-00013-360	Partner Premier, 3 Yr, PLCM Conference Suite5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$2,970	3%
POLYCOM	4870-00014-160	Partner Premier, 1 Yr, PLCM Conference Suite25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$4,840	3%
POLYCOM	4870-00014-360	Partner Premier, 3 Yr, PLCM Conference Suite25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$11,610	3%
POLYCOM	4870-00015-160	Partner Premier, 1 Yr, PLCM Conference Suite100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$14,625	3%
POLYCOM	4870-00015-360	Partner Premier, 3 Yr, PLCM Conference Suite100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$35,100	3%
POLYCOM	4870-00016-160	Partner Premier, 1 Yr, PLCM Conference Suite500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$36,565	3%
POLYCOM	4870-00016-360	Partner Premier, 3 Yr, PLCM Conference Suite500, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$87,750	3%

POLYCOM				
POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Line Section Legend - Network Aware Scheduler Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
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POLYCOM				
POLYCOM	4870-00018-007	Implementation Service, PLCM Network Aware Scheduler 25 License, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$4,835	3%
POLYCOM	4870-00019-007	Implementation Service, PLCM Network Aware Scheduler 100 License, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$14,625	3%
POLYCOM	4870-00020-007	Implementation Service, PLCM Network Aware Scheduler 500 License, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$36,560	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00020-004	Installation, Network Aware Scheduler, On-site Installation- LIST PRICE*	\$2,500	3%
POLYCOM	4870-00020-006	Installation & Training, Network Aware Scheduler, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$2,995	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00017-112	Premier 1 Year, Network Aware Scheduler 5, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$750	3%
POLYCOM	4870-00017-312	Premier 3 Year, Network Aware Scheduler 5, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$1,800	3%
POLYCOM	4870-00018-112	Premier 1 Year, Network Aware Scheduler 25, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$3,000	3%
POLYCOM	4870-00018-312	Premier 3 Year, Network Aware Scheduler 25, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$7,200	3%
POLYCOM	4870-00019-112	Premier 1 Year, Network Aware Scheduler 100, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$9,000	3%
POLYCOM	4870-00019-312	Premier 3 Year, Network Aware Scheduler 100, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$21,600	3%
POLYCOM	4870-00020-112	Premier 1 Year, Network Aware Scheduler 500, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$22,500	3%
POLYCOM	4870-00020-312	Premier 3 Year, Network Aware Scheduler 500, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$54,000	3%
POLYCOM				
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POLYCOM	4870-00017-160	Partner Premier, 1 Yr, Network Aware Scheduler 5, Qualified Service Partner, Tech Phone Support to Partner, SW updates & upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$565	3%
POLYCOM	4870-00017-360	Partner Premier, 3 Yr, Network Aware Scheduler 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$1,350	3%
POLYCOM	4870-00018-160	Partner Premier, 1 Yr, Network Aware Scheduler 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates & upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$2,250	3%
POLYCOM	4870-00018-360	Partner Premier, 3 Yr, Network Aware Scheduler 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$5,400	3%
POLYCOM	4870-00019-160	Partner Premier, 1 Yr, Network Aware Scheduler 100, Qualified Service Partner, Tech Phone Support to Partner, SW updates & upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$6,750	3%
POLYCOM	4870-00019-360	Partner Premier, 3 Yr, Network Aware Scheduler 100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$16,200	3%
POLYCOM	4870-00020-160	Partner Premier, 1 Yr, Network Aware Scheduler 500, Qualified Service Partner, Tech Phone Support to Partner, SW updates & upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$16,875	3%
POLYCOM	4870-00020-360	Partner Premier, 3 Yr, Network Aware Scheduler 500, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$40,500	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Line Section Legend - VNM & RC Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		



POLYCOM support for intelligent call routing, plus easy system deployment and  
 POLYCOM bandwidth management, Polycom PathNavigator ensures reliability, security and effective cost control.  
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POLYCOM	5151-20985-001	PathNavigator Redundant - Version 5.0 CD, 25-Pack License (25 registrants and 12 concurrent calls)*	\$1,249	22%
POLYCOM	5151-20985-002	PathNavigator Redundant - Version 5.0 CD, 100-Pack License (100 registrants and 30 concurrent calls)	\$2,499	22%
POLYCOM	5151-20985-003	PathNavigator Redundant - Version 5.0 CD, 500-Pack License (500 registrants and 150 concurrent calls)	\$6,249	22%
POLYCOM	5151-20985-004	PathNavigator Redundant - Version 5.0 CD, 3,000-Pack License (3,000 registrants and 600 concurrent calls)	\$12,499	22%
POLYCOM	5151-21055-001	PathNavigator - Version 5.0 CD, 25-Pack License (25 registrants and 12 concurrent calls)*	\$4,999	22%
POLYCOM	5151-21055-002	PathNavigator - Version 5.0 CD, 100-Pack License (100 registrants and 30 concurrent calls)	\$9,999	22%
POLYCOM	5151-21055-003	PathNavigator - Version 5.0 CD, 500-Pack License (500 registrants and 150 concurrent calls)	\$24,999	22%
POLYCOM	5151-21055-004	PathNavigator - Version 5.0 CD, 3,000-Pack License (3,000 registrants and 600 concurrent calls)	\$49,999	22%
POLYCOM	5151-21060-300	PathNavigator - 25-Pack License (25 registrants and 12 concurrent calls)*	\$4,999	22%
POLYCOM	5151-21060-500	PathNavigator - 100-Pack License (100 registrants and 30 concurrent calls)	\$9,999	22%
POLYCOM	5151-21060-700	PathNavigator - 500-Pack License (500 registrants and 150 concurrent calls)	\$24,999	22%
POLYCOM	5151-21060-900	PathNavigator - 3,000-Pack License (3,000 registrants and 600 concurrent calls)	\$49,999	22%
POLYCOM	5151-21065-300	PathNavigator Redundant - 25-Pack License (25 registrants and 12 concurrent calls)*	\$1,249	22%
POLYCOM	5151-21065-500	PathNavigator Redundant - 100-Pack License (100 registrants and 30 concurrent calls)*	\$2,499	22%
POLYCOM	5151-21065-700	PathNavigator Redundant - 500-Pack License (500 registrants and 150 concurrent calls)	\$6,249	22%
POLYCOM	5151-21065-900	PathNavigator Redundant - 3,000-Pack License (3,000 registrants and 600 concurrent calls)	\$12,499	22%

\*The 25 pack, as a single installment, supports 8 concurrent sessions, but when used with an MGC, it will support up to 12 concurrent sessions at no additional cost.

POLYCOM			
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM	Product Line Section Legend - PathNavigator Maintenance Service			
POLYCOM	* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries			

POLYCOM			
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POLYCOM	4870-00002-007	Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	Custom Quote	3%
POLYCOM	4870-00003-007	Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$10,000	3%
POLYCOM	4870-00004-007	Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$20,000	3%
POLYCOM	4870-00005-007	Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	Custom Quote	3%

POLYCOM			
POLYCOM			

POLYCOM	4870-00002-004	Installation, PathNavigator, Any License Pack Size On-site Installation LIST PRICE*	\$2,995	3%
POLYCOM	4870-00002-006	Installation & Training, PathNavigator, Any License Pack Size, On-site Installation and on-site Systems Administrator Training, LIST PRICE*	\$5,995	3%

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POLYCOM			

POLYCOM	4870-00002-112	Premier, 1 Year, PathNavigator 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$750	3%
POLYCOM	4870-00002-312	Premier, 3 Year, PathNavigator 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$1,800	3%
POLYCOM	4870-00003-112	Premier, 1 Year, PathNavigator 100 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$1,500	3%
POLYCOM	4870-00003-312	Premier, 3 Year, PathNavigator 100 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$3,600	28%
POLYCOM	4870-00004-112	Premier, 1 Year, PathNavigator 500 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$3,750	3%

POLYCOM	4870-00004-312	Premier, 3 Year, PathNavigator 500 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$9,000	3%
POLYCOM	4870-00005-112	Premier, 1 Year, PathNavigator 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$7,500	3%
POLYCOM	4870-00005-312	Premier, 3 Year, PathNavigator 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$18,000	3%
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POLYCOM	4870-00002-160	Partner Premier, 1 Year, PathNavigator 25 License, telephone tech support to partner during business hours, software updates & upgrades	\$560	3%
POLYCOM	4870-00002-360	Partner Premier, 3 Year, PathNavigator 25 License, telephone tech support to partner during business hours, software updates & upgrades	\$1,350	3%
POLYCOM	4870-00003-160	Partner Premier, 1 Year, PathNavigator 100 License, telephone tech support to partner during business hours, software updates & upgrades	\$1,125	3%
POLYCOM	4870-00003-360	Partner Premier, 3 Year, PathNavigator 100 License, telephone tech support to partner during business hours, software updates & upgrades	\$2,700	3%
POLYCOM	4870-00004-160	Partner Premier, 1 Year, PathNavigator 500 License, telephone tech support to partner during business hours, software updates & upgrades	\$2,815	3%
POLYCOM	4870-00004-360	Partner Premier, 3 Year, PathNavigator 500 License, telephone tech support to partner during business hours, software updates & upgrades	\$6,750	3%
POLYCOM	4870-00005-160	Partner Premier, 1 Year, PathNavigator 3000 License, telephone tech support to partner during business hours, software updates & upgrades	\$5,625	3%
POLYCOM	4870-00005-360	Partner Premier, 3 Year, PathNavigator 3000 License, telephone tech support to partner during business hours, software updates & upgrades	\$13,500	3%
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Family Section Legend - Global Management Systems		
POLYCOM		Designed for IT professionals, the Polycom Global Management		
POLYCOM		System is a web-based system management software solution that		
POLYCOM		enables real-time monitoring and remote network management of		
POLYCOM		enterprise-wide Polycom video endpoints and MCUs. Global		
POLYCOM		Management System also allows users to generate reports		
POLYCOM		pertaining to Call Detail Records for Polycom endpoint billing.		
POLYCOM				
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POLYCOM	5151-21050-001	Global Management System - Version 5.0 CD, 1 - Pack License	\$249	22%
POLYCOM	5151-21050-002	Global Management System - Version 5.0 CD, 5 - Pack License	\$1,199	22%
POLYCOM	5151-21050-003	Global Management System - Version 5.0 CD, 25 - Pack License	\$4,999	22%
POLYCOM	5151-21050-004	Global Management System - Version 5.0 CD, 100 - Pack License	\$9,999	22%
POLYCOM	5151-21050-005	Global Management System - Version 5.0 CD, 500 - Pack License	\$24,999	22%
POLYCOM	5151-21050-006	Global Management System - Version 5.0 CD, 3,000 - Pack License	\$49,999	22%
POLYCOM	5151-21050-100	Global Management System - 1 Pack License	\$249	22%
POLYCOM	5151-21050-200	Global Management System - 5 Pack License	\$1,199	22%
POLYCOM	5151-21050-300	Global Management System - 25 Pack License	\$4,999	22%
POLYCOM	5151-21050-500	Global Management System - 100 Pack License	\$9,999	22%
POLYCOM	5151-21050-700	Global Management System - 500 Pack License	\$24,999	22%
POLYCOM	5151-21050-900	Global Management System - 3,000 Pack License	\$49,999	22%
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Line Section Legend - GMS Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
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POLYCOM	4870-00026-007	Implementation Service, Global Management System 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading & Testing, LIST PRICE *	Custom Quote	3%
POLYCOM	4870-00027-007	Implementation Service, Global Management System 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE	\$10,000	3%
POLYCOM	4870-00028-007	Implementation Service, Global Management System 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading & Testing, LIST PRICE *	\$20,000	3%
POLYCOM	4870-00029-007	Implementation Service, Global Management System 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Sys Admin Training, Project Mgmt, Database Development, Database Loading & Testing, LIST PRICE *	Custom Quote	3%

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POLYCOM	4870-00025-004	Installation, Global Mgmt System, Any License Pack SizeOn-site Installation LIST PRICE*	\$1,995	3%
POLYCOM	4870-00025-006	Installation & Training, Global Mgmt System, Any License Pack Size, On-site Installation and on-site Systems Administrator Training, LIST PRICE*	\$2,995	3%
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POLYCOM	4870-00025-112	Premier, 1 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$180	3%
POLYCOM	4870-00025-312	Premier, 3 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$430	3%
POLYCOM	4870-00026-112	Premier, 1 Year, Global Mgmt System 25 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$750	3%
POLYCOM	4870-00026-312	Premier, 3 Year, Global Mgmt System 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$1,800	3%
POLYCOM	4870-00027-112	Premier, 1 Year, Global Mgmt System 100 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$1,500	3%
POLYCOM	4870-00027-312	Premier, 3 Year, Global Mgmt System 100 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$3,600	3%
POLYCOM	4870-00028-112	Premier, 1 Year, Global Mgmt System 500 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$3,750	3%
POLYCOM	4870-00028-312	Premier, 3 Year, Global Mgmt System 500 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$9,000	3%
POLYCOM	4870-00029-112	Premier, 1 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$7,500	3%
POLYCOM	4870-00029-312	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$18,000	3%
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POLYCOM	4870-00025-160	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135	3%
POLYCOM	4870-00025-360	Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades	\$325	3%
POLYCOM	4870-00026-160	Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$560	3%
POLYCOM	4870-00026-360	Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades	\$1,350	3%
POLYCOM	4870-00027-160	Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,125	3%
POLYCOM	4870-00027-360	Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades	\$2,700	3%
POLYCOM	4870-00028-160	Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$2,815	3%
POLYCOM	4870-00028-360	Partner Premier, 3 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades	\$6,750	3%
POLYCOM	4870-00029-160	Partner Premier, 1 Year, Global Mgmt System 3000 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$5,625	3%
POLYCOM	4870-00029-360	Partner Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support to partner during business hours, software updates & upgrades	\$13,500	3%

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<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
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4865-07520-001	GLOBAL Reach Handling Fee, Audio Products, up to 5 units. EX-WORKS for any location world wide. For full explanation of ex-works, please refer to the program handbook	\$50	3%
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4865-07520-002	GLOBAL Reach Handling Fee, Audio Products, 6-10 units. EX-WORKS for any location world wide. For full explanation of ex-works, please refer to the program handbook	\$100	3%
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4865-07520-003	GLOBAL Reach Handling Fee, Audio Products, 11+ units. EX-WORKS for any location world wide. For full explanation of ex-works, please refer to the program handbook	\$150	3%
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4865-07650-001	GR S&H, Aud, up to 5 units. DDP into Chile, Costa Rica, Puerto Rico, Venezuela, Australia, JPN, NZ, Phillipines, Sinagpore, S Korea, Taiwan, CZE, Hungary, Iceland, Israel, Norway, Poland, Romania, Russia, Slovenia, Slovakia, Switzerland, Ukraine	\$150	3%
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4865-07650-002	GR S&H, Aud, 6-10 units. DDP into Chile, Costa Rica, Puerto Rico, Venezuela, Australia, JPN, NZ, Phillipines, Sinagpore, S Korea, Taiwan, CZE, Hungary, Iceland, Israel, Norway, Poland, Romania, Russia, Slovenia, Slovakia, Switzerland, Ukraine	\$230	3%
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4865-07650-003	GR S&H, Aud, 11-15 units. DDP into Chile, Costa Rica, Puerto Rico, Venezuela, Australia, JPN, NZ, Phillipines, Sinagpore, S Korea, Taiwan, CZE, Hungary, Iceland, Israel, Norway, Poland, Romania, Russia, Slovenia, Slovakia, Switzerland, Ukraine	\$310	3%
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<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
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4865-07522-001	Ex-works (collection) from regional warehouse	\$200	3%
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4865-07523-001	GLOBAL Reach Handling fee. Including DDP Delivery. .	\$885	3%
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4865-07525-001	GLOBAL Reach Handling fee. Including DDP Delivery into EU and USA.	\$300	3%
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4865-07527-001	GLOBAL Reach Handling fee. Including DDP Delivery into EU and USA, for Video system including up to 2 x CARTS & monitors. See GR tab for list of participating Countries	\$1,200	3%
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PART NUMBER	Description	LIST PRICE	Disc
4864-04286-002	TRG, ViewStation Technical Training, includes FX and VS4000 3Days on-site. Max 8 students.	\$14,000	3%
4864-05083-002	TRG, Qualified Conferencing Specialist Training 5Days on-site. Max. 8 students. Requires prior participation in a videoconference call.	\$17,500	3%
4864-05086-002	Implementing IP Networks for H.323 Videoconferencing (3days) on-site. Max. 8 students. Req: VideoOver IP/Experience with LAN/WAN, H.323 videoconferencing systems, and ISDN videoconferencing standards.	\$14,000	3%
4864-07002-002	TRG, Polycom Conference Suite, 2Days held on-site. Max. 8 Students	\$10,750	3%
4864-07004-002	TRG, VoicePlus Technical Training 2Days held on-site. Max. 8 Students. Prerequisite: Prior attendance in MGC Technical Maint. Or MGC Operation & Engineering Course	\$10,750	3%
4864-07006-002	MGC Gateway/Gatekeeper (1Day) Delivered on-site at customer location, priced for up to 8 persons max. Req: Prior attendance of the 5-Day MGCTechMaint. course, Familiarity with Telephony. Knowledge of Windows.	\$5,500	3%
4864-07008-002	WebCommander Technical Training (2Days) Delivered On-Site at customer location, priced for up to 8 persons max. Req: Prior attendance in MGC System Admin or MGCTechMaint. Familiarity with electronic equip. Knowledge of Windows.	\$10,750	3%
4864-27007-002	VSX7000TechTrg(2Days) Delivered on-site at customer location, priced for up to 8 persons max. Travel expenses of instructor included. Req: Knowledge of ISDN/IP Networks, MS Windows.	\$10,750	3%
CS-2000-TS01-OS	Venue 2000 Technical Maint (2 days) delivered on-site, priced for up to 8 students plus travel and expenses. Requires prior participation in a videoconference call. Videoconferencing and Networks course recommended. Familiarity with electronic equip.	\$10,750	3%
CS-4500-TS01-OS	Concorde 4500 Technical Maint (2 days) delivered on-site, priced for up to 8 students plus travel and expenses. Requires prior participation in a videoconference call. Videoconferencing and Networks course recommended. Familiarity with electronic equip.	\$10,750	3%
CS-ACCORD-TS01-OS	MGC50/100 Tech Maint (5 days) delv'd on-site, priced for up to 8 students plus travel/expense. Req: prior participation in multipoint videoconf call. Windows OS, Videoconf & Networks, and Video over IP courses recommended. Familiar with elctrnc equip.	\$17,500	3%
CS-CVE-OS01-OS	TRG, CVE Core Curriculum 5Days, on-site. Max 10 students. Prerequisites: 1/+ yrs. Exp. w/audio & video technologies in a conferencing environment. Solid experience with LAN & WAN, including ISDN and videoconferencing standards.	\$17,500	3%
CS-INTRO-TS01-OS	Videoconferencing (H.320) & Networks (2 days) Delv'd on-site, priced for up to 8 students plus trvl/exp. Entry level videoconf/networking course provides overview of telecomms industry, public switched telephone network, interfaces and videoconf stds.	\$10,750	3%
CS-PNAV-TS01-OS	PathNavigator Technical Training (4 days) requires prior participation in multipoint training, familiarity with PCs and electronic equipment, and knowledge of circuit switched and packet-based networks	\$16,000	3%
CS-PT900-TS01-OS	iPower Tech Maint (3 days) delivered on-site, priced for up to 8 students plus travel/expenses. Req: prior participation in a videoconf call. Windows OS, Videoconf & Networks, and Video over IP courses recommended. Familiarity with electronic equip.	\$14,000	3%
CS-VOIP-TS01-OS	Video Over IP and the Internet (2 days) delivered on-site, priced for up to 8 students plus travel/expenses. Requires LANs, TCP/IP and Internet or an equivalent course covering the IP protocol suite in detail. Real world experience with Internet apps.	\$10,750	3%

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PART NUMBER	Description	LIST PRICE	Disc
4864-04285-003	ViewStation System Administrator training (4Hrs) Over Point-to-Point Videoconference. Max class size 5 students. Prior participation in a videoconference call requested.	\$1,500	3%
4864-04285-010	ViewStation End-User training (2 hours) Over Point-to-Point Videoconference. Max class size 5 students.	\$750	3%
4864-06475-001	ViaVideo Advanced training (2 hours) Over Point-to-Point Videoconference. Max class size 5 students.	\$750	3%
4864-06476-001	ViaVideo Basics training (2 hours) Over Point-to-Point Videoconference. Max class size 5 students.	\$750	3%
4864-07053-001	Additional person in videoconference-based training	\$150	3%
CS-2000-AD01-OV	Venue 2000 System Admin. Training Over Video (4 Hours) for up to 5 persons max. Cost per session. Over Point-to-Point Conference.	\$1,500	3%
CS-2000-EU01-OV	Venue, Enduser Trng, Over Video (2 Hours) for up to five persons max. Live Point-to-Point videoconference.	\$750	3%
CS-4500-AD01-OV	Conc 4500, System Admin Trng, Training Over Video. (4 Hours) for up to 5 persons max. Cost per session. Over Point-to-Point Videoconference.	\$1,500	3%
CS-4500-EU01-OV	Conc 4500, End User Trng, Over Video (2 Hours) for up to five persons max. Cost is per session. Point-to-Point Videoconference.	\$750	3%
CS-PT900-AD01-OV	TRG, iPower Series System Administrator Training 4Hrs Over live Videoconference. Priced per session. Max 5 students	\$1,500	3%
CS-PT900-EU01-OV	TRG, iPower Series End User Training 2Hrs Over live videoconference. Priced per session. Max. 5 students	\$750	3%

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POLYCOM	4864-05082-001	Qualified Conferencing Specialist training (5 days) Priced per student at PLC. Requires prior participation in a videoconference call.	\$3,250	3%
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POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
POLYCOM				
POLYCOM	2151-10980-001	Classroom in a Box	\$300	3%
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PART NUMBER	Description	LIST PRICE	Disc
CP-3036-DVD	VCR/DVD combo, NA only	\$250	9%

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Product Line Legend - Ceiling Camera  
Pre-terminated cables are required when camera installation is performed by Polycom.

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4863-51051-002	Service Reseller PictureCare, 1YR, Ceiling Camera	\$1,010	3%
4870-51051-114	PREMIER PLUS, 1YR, Ceiling Camera, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$1,120	3%
CP-1526-CBL-100	100' Plenum Rated Camera Cable, pre-terminated	\$700	3%
CP-1526-CBL-50	50' Plenum Rated Camera Cable, pre-terminated	\$350	3%
CP-1526-CBL-75	75' Plenum Rated Camera Cable, pre-terminated	\$525	3%
CP-2091N-PT9	Ceiling Camera - 900 Series (NTSC). Includes 2' x 2' ceiling mounting tile. Does not include cable. 900 Series System. Customer responsible for pre-wiring wall to ceiling tile.	\$8,000	9%

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4863-51052-002	Service Reseller PictureCare, 1YR, JCS CART	\$3,020	3%
4870-51052-004	INSTALLATION, JCS Cart. Travel & Expenses not included.	\$2,750	3%
4870-51052-114	PREMIER PLUS, 1YR, JCS Cart, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$3,360	3%
CP-2099-PL128	Judicial Collaboration System w/ViewStation SP 128, 27" Display.	\$18,795	24.50%
CP-2099-PL128-H	Judicial Collaboration System (JCS) with ViewStation 128, 27" Monitor and Audio Privacy Handset	\$21,795	24.50%
CP-2099-PLFX	Polycom Judicial Collaboration System, VS-FX, QBRI, NTSC, 27" monitor	\$27,990	24.50%

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4863-51054-002	Service Reseller PictureCare, 1YR, AMD DEVICES	\$2,360	3%
4870-51053-004	INSTALLATION, MedLink Cart. Travel & Expenses not included.	\$2,750	3%
4870-51053-114	PREMIER PLUS, 1YR, MEDLINK Cart, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$3,740	3%
4870-51054-114	PREMIER PLUS, 1YR, AMD Devices, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$2,625	3%
CP-1433-900	Basic Telemedicine Peripheral for iPower. Includes: AMD-300 Camera, AMD-4500 Coupler, AMD-2020 Ophthalmoscope, AMD-2015 ENT Scope, AMD-2030 Dermoscope. No substitutions. AMD-3400S not supported.	\$14,500	3%
CP-1433-INST	Telemedicine Peripheral Package Installation (Installed at time of MedLink installation)	\$1,400	3%

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CP-0573	50' RCA/RCA Cable	\$125	3%
CP-0666	PowerMic cable, 50ft/15m. Allows connection of PowerMic to videoconferencing system.	\$190	3%
CP-0692	PowerMic cable, 100ft/30m. Allows connection of PowerMic to videoconferencing system.	\$260	3%
CP-0738	33' (10m) Speakerphone Cable	\$220	3%
CP-0848	PowerMic daisy chain cable, 50ft/15m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$180	3%
CP-1041	PowerMic daisy chain cable, 100ft/30m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$240	3%
CP-1270	PowerMic cable, 150ft/45m. Allows connection of PowerMic to videoconferencing system.	\$325	3%
CP-1503	50' (15M) Speakerphone Cable	\$300	3%
CP-1615	Wireless Lavalier Microphone - Requires CP-2027 for use on 900 systems	\$795	3%
CP-1615-HH	Wireless Hand Held Microphone - Requires CP-2027 for use on 900 systems	\$795	3%
CP-2027	PowerMic Audio Interface. Allows external audio devices to be connected to iPower codecs through the PowerMic input.	\$600	9%
CP-2066-HH	Wireless Hand Held Microphone bundle for 900 System - Includes CP-2027	\$1,395	9%
CP-2066-LAV	Wireless Lavalier Microphone bundle for 900 System - Includes CP-2027	\$1,395	9%

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POLYCOM	7230-21703-001	Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$300	9%
POLYCOM	7230-21704-001	Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$500	9%
POLYCOM	7230-21705-001	Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$780	9%
POLYCOM	7230-21706-001	Camera cable for PowerCam, 200ft/60m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$960	9%
POLYCOM	7230-50880-001	Camera cable for PowerCam Plus, 30ft/9m. For iPower 9000 Series.	\$325	9%
POLYCOM	7230-50881-001	Camera cable for PowerCam Plus, 50ft/15m. For iPower 9000 Series	\$425	9%
POLYCOM	7230-50882-001	Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$550	9%
POLYCOM	CP-0573	50' RCA/RCA Cable	\$125	3%
POLYCOM	CP-0765	100' RCA/RCA Cable	\$155	3%
POLYCOM	CP-0884	100' RPC Cable (ZX)	\$400	3%
POLYCOM	CP-0885	Camera cable for iPower 70 or 80 cameras, 150ft/45m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$700	3%
POLYCOM	CP-0886	Camera cable for iPower 70 or 80 cameras, 100ft/30m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$550	3%
POLYCOM	CP-1268	Camera cable for iPower 70 or 80 cameras, 200ft/60m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$850	3%
POLYCOM	CP-1319	50 Foot S-Video Cable	\$99	9%
POLYCOM	CP-1450	Camera cable for iPower 70 or 80 cameras, 25ft/7.5m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Power supply may be required on some systems.	\$175	3%
POLYCOM	CP-1492	50' LimeLight/PT80 Cable Kit Includes power supply (RPC-PSU) & Audio Cable	\$525	3%
POLYCOM	CP-1591	100 Foot S-Video Cable	\$180	9%
POLYCOM	CP-1623	100' LimeLight / PT80 Cable Kit Includes power supply (RPC-PSU) & Audio Cable	\$850	3%
POLYCOM	CP-1816	150' LimeLight / PT80 Cable Kit Includes power supply (RPC-PSU) & Audio Cable	\$950	3%
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POLYCOM	CP-1540	Custom Wall Plate (8-pin camera, 7-pin Mic)	\$95	3%
POLYCOM	CP-1540-KIT	Custom Wall Plate / Termination Kit	\$500	3%
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POLYCOM	CP-0525	Camera Wall Bracket (PowerCam 100 or PictureTel 70)	\$190	3%
POLYCOM	CP-2383	Adjustable Camera/Speaker Wall Bracket	\$120	9%
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POLYCOM	CP-2855-RHD	Removable Hard Drive including Bay and cartridge for iPower 9000. Install not included.	\$1,500	30%
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POLYCOM	CP-2855-98N-IP	iPower 9800 NTSC NA IP, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$19,499	32%
POLYCOM	CP-2855-98N-Q	iPower 9800 NTSC NA QBRI, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$21,499	32%
POLYCOM	CP-2855-98N-R	iPower 9800 NTSC NA RS449, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$21,499	32%
POLYCOM	CP-2855-98N-V	iPower 9800 NTSC NA V35, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$21,499	32%
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POLYCOM	CP-2855-9K-IP	iPower 9000 Codec NA IP, with Removable Hard Drive, additional drive in cartridge provided. DOES include English language components - no LK is necessary.	\$15,499	32%
POLYCOM	CP-2855-9K-Q	iPower 9000 Codec NA QBRI, with Removable Hard Drive, additional drive in cartridge provided. DOES include English language components - no LK is necessary.	\$17,499	32%
POLYCOM	CP-2855-9K-R	iPower 9000 Codec NA RS449, with Removable Hard Drive, additional drive in cartridge provided. DOES include English language components - no LK is necessary.	\$17,499	32%
POLYCOM	CP-2855-9K-V	iPower 9000 Codec NA V35, with Removable Hard Drive, additional drive in cartridge provided. DOES include English language components - no LK is necessary.	\$17,499	32%
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POLYCOM	CP-2855-94N-IP	iPower 9400 NTSC NA IP, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$16,999	32%
POLYCOM	CP-2855-94N-Q	Power 9400 NTSC NA QBRI, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$18,999	32%
POLYCOM	CP-2855-94N-R	iPower 9400 NTSC NA RS449, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$18,999	32%
POLYCOM	CP-2855-94N-V	iPower 9400 NTSC NA V35, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$18,999	32%
POLYCOM	CP-2855-FI	Removable Hard Drive bay, additional drive and cartridge. Includes on-site installation in customer provided iPower 9000, 9400 or 9800 System by Polycom Product Specialist.	\$2,400	30%
POLYCOM	CP-2855-HD	Additional cartridge with hard drive for iPower 9000 removable hard drive system	\$500	32%
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POLYCOM	2200-21450-001	Polycom Interactive Voice & Touch Control software for iPower systems 5.3 or higher. Allows users to control iPower system with voice commands and control camera with pointing device. English language support only.	\$1,999	9%
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POLYCOM	2230-21325-001	Small VS4000 ClassStation Package: VS4000 (IP), VCFX, PTZ camera, (2) digital mics, (2) 32" S-Video displays, (2) 42" display stands, (2) spkrs, VCR/DVD & doc camera.	\$29,955	24.50%
POLYCOM	2230-21330-001	Large VS4000 ClassStation Package: VS4000 (IP), VCFX, (2) PTZ cameras, (15) Student mics for camera cntrl, color touch panel cntrl, (2) 32" S-Video & (1) 32" XGA displays, (3) 42" display stands, podium, (3) spkrs, VCR/DVD, electronic wboard & doc cam.	\$65,995	24.50%
POLYCOM	2230-21335-001	Small iPower 9800 ClassStation Package: iPower 9000 (IP), ImageShare II, PowerCam Plus camera, wireless tablet, (2) PowerMics, (1) 32" S-Vid and (1) 32" XGA display, (2) 42" carts, (2) spkrs, VCR/DVD, doc cam and Interactive Voice Control Software.	\$29,995	39%
POLYCOM	2230-21340-001	Large iPower 9800 ClassStation: iPwr 9000 (IP), IS-II, PowerCam+ & aux cam, wireless tablet, (15) student mics for camera cntrl, (2) 32" S-Vid & (1) 32" XGA displays, (3) 42" carts, podium, (3) spkrs, VCR/DVD, doc cam and Interactive Voice Control Software	\$65,995	39%
POLYCOM	4870-51045-004	INSTALLATION, Small ClassStation. Travel & Expenses not included.	\$3,300	3%
POLYCOM	4870-51045-114	PREMIER PLUS, 1YR, Small ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$2,795	3%
POLYCOM	4870-51045-314	PREMIER PLUS, 3YR, Small ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$6,700	3%
POLYCOM	4870-51047-004	INSTALLATION, Medium ClassStation. Travel & Expenses not included.	\$4,400	3%

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<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
6867-07747-001	ISDN to IP Transition 2-day Workshop: In-depth Discussion of Business Case Development, Video, Voice, Data and Web conferencing Architecture Review, IP Infrastructure Verification, Development & Execution of Transition Plan, Workshop Report	\$14,995	3%
<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
6867-07775-001	Video Conference Service Quality Assessment, up to 30 systems, planning, data collection, analysis & summary of video conference service quality in comparison with peer companies and recommendations	\$25,995	3%
<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
6867-07749-001	Performance Benchmarking & Best Practices Assessment, up to 100 video systems, assessment of service quality, operational efficiency and business benefits, report to include benchmark comparison, gap analysis and recommended action plan	\$74,995	3%



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POLYCOM	MPC-12-TS-P	PartnerPremier Plus,1Yr,TeamStation,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 *	\$900	3%
POLYCOM	MPCB-12-TS-P	PartnerPremierPlus 2Day,1Yr,TeamStation,2nd Business Day Parts&Labor,TelephoneTech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 *	\$720	3%
POLYCOM	PC-12-TS-P	Premier Plus,1Yr,TeamStation,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 LIST PRICE*	\$1,200	3%
POLYCOM	PCB-12-TS-P	PremierPlus 2 Day,1Yr,TeamStation,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 LIST PRICE*	\$960	3%
POLYCOM	SC-12-TS-P	Premier,1Yr,TeamStation,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05)	\$800	3%
POLYCOM POLYCOM	SPPOW-12-TS-P	PartnerPremierOutWar,1Yr,TeamStation,Parts shipped premium on day of call,Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 1-15-02, EOL-Svc 12-31-05	\$500	3%

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POLYCOM	MPC-12-680-P	Partner Premier Plus1Yr, iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support to Partner During Bus Hrs,SWupdates&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales Date12-31-03, End of Life Service Date12-31-08 *	\$565	3%
POLYCOM	MPC-36-680-P	Partner Premier Plus3Yr, iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support to Partner During Bus Hrs,SWupdates&upgrades(prices for other than 3yr to be prorated accordingly) End of Life Sales Date12-31-03, End of Life Service Date12-31-08 *	\$1,270	3%
POLYCOM	PC-12-680-P	PremierPlus1Yr,iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support During Bus Hrs,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 12-31-03, End of Life Service 12-31-08 LIST PRICE*	\$750	3%
POLYCOM	PC-36-680-P	PremierPlus3Yr,iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support to Partner During Bus Hrs,Software ups&upgrades(prices for other than 3yr to be prorated accordingly) End of Life Sales 12-31-03, End of Life Service 12-31-08 LIST PRICE*	\$1,795	3%
POLYCOM	PCB-12-680-P	PremierPlus2 Day,1Yr,iPwr600 Series,2nd Bus.Day Parts&Labor,Tel Tech Support During Bus Hrs, SWups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 12-31-03, End of Life Svc 12-31-08 LIST PRICE*	\$600	3%
POLYCOM	SC-12-680-P	Premier1Yr, iPwr600Series,Parts shipped premium on day of call,Tel Tech Support During Bus Hrs, SWups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 12-31-03,End of Life Svc 12-31-08 LIST PRICE	\$500	3%
POLYCOM	SC-36-680-P	Premier3Yr, iPwr600Series,Parts shipped premium on day of call,Tel Tech Support During Bus Hrs to Partner,SWups&upgrades(prices for other than 3yr to be prorated accordingly)End of Life Sales 12-31-03,End of Life Svc 12-31-08 LIST PRICE	\$1,200	3%
POLYCOM	SPP-36-600-P	PartnrPremier,3Yr,iPwr600Ser.,Qualified SvcPartners only,Parts shipped premium on day of call,TelTech Support During BusHrs to Partner,SWups&upgrades(prices other than3yr to be prorated accordingly)End of Sales 12-31-03,End of Svc 12-31-08	\$720	3%
POLYCOM POLYCOM	SPPOW-12-680-P	PartnerPremier,Out of Warranty 1Yr,iPwr600Ser.,Qual SvcPrtnrs only,Parts shipped premium on day of call,TelTech Supp. During BusHrs to Partner,SWup&upgrade(prices other than1yr to be prorated accordingly)End of Sales 12-31-03,End of Svc 12-31-08	\$300	3%

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POLYCOM	MPC-12-960-P	PartnerPremier Plus 1 Yr iPower 960,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$1,045	3%
POLYCOM	MPC-12-970-P	PartnerPremier Plus 1 Yr iPower 970,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$1,495	3%
POLYCOM	MPC-36-960-P	PartnerPremier Plus 3 Yr iPower 960,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 3 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$2,345	3%
POLYCOM	MPC-36-970-P	PartnerPremier Plus 3 Yr iPower 970,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 3 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$3,350	3%
POLYCOM	MPCB-12-960-P	PartnerPremier Plus 2 Day 1Yr iPower 960,2nd Business Day Parts & Labor, Telephone Tech Support During Business Hours,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$876	3%

POLYCOM	MPCB-12-970-P	PartnerPremier Plus 2 Day 1Yr iPower 970,2nd Business Day Parts & Labor, Telephone Tech Support During Business Hours,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$1,275	3%
POLYCOM	PC-12-960-P	Premier Plus 1 Yr iPower 960, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,395	3%
POLYCOM	PC-12-970-P	Premier Plus 1 Yr iPower 970, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,995	3%
POLYCOM	PC-36-960-P	Premier Plus 3 Yr iPower 960, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours,Software ups&upgrades(prices for other than 3yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$3,350	3%
POLYCOM	PC-36-970-P	Premier Plus 3Yr iPower 970, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours,Software ups&upgrades(prices for other than 3yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$4,790	3%
POLYCOM	PCB-12-960-P	PremierPlus 2 Day 1 Yr iPower 960,2nd Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,095	3%
POLYCOM	PCB-12-970-P	PremierPlus 2 Day 1 Yr iPower 970,2nd Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,595	3%
POLYCOM	SC-12-960-P	Premier 1 Yr iPower 960, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$795	3%
POLYCOM	SC-12-970-P	Premier 1 Yr iPower 970, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$1,095	3%
POLYCOM	SC-36-960-P	Premier 3 Yr iPower 960, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 3 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$1,910	3%
POLYCOM	SC-36-970-P	Premier 3 Yr iPower 970, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 3yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$2,630	3%
POLYCOM	SPPOW-12-960-P	PartnerPremier,OutofWarranty, iPwr 960,1Yr,Qualified Svc Partner Only,Parts shipped premium on day of call, Tech Phone Support to Partner,SWups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales 3-1-03, EOL Service3-1-08	\$500	3%
POLYCOM POLYCOM	SPPOW-12-970-P	PartnerPremier,OutofWarranty, iPwr 970,1Yr,Qualified Svc Partner Only,Parts shipped premium on day of call, Tech Phone Support to Partner,SWups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales 3-1-03, EOL Service3-1-08	\$700	3%

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POLYCOM	PC-12-DT-P	Premier+,1Yr,Live50,100,200,LiveLAN,Next Bus.Day Parts&Labor,Tel Tech Support during Business Hrs, SWUps&upgrades(prices other than 1yr to be prorated accordingly)End of Life Sales11-1-98,Available on per Service Quote Basis Only LIST PRICE*	\$375	3%
POLYCOM	SC-12-DT-P	Premier,1Yr,Live 50,100,200,LiveLAN,Parts shipped premium day of call,Tel Tech Support during Business Hrs, SWUps&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales 11-1-98, Available on a per Service Quote Basis Only LIST PRICE	\$225	3%
POLYCOM POLYCOM	SPPOW-12-DT-P	PartnerPremier,1Yr,Live 50,100,200,LiveLAN,Parts shipped premium day of call,TelTech Supp to Partner during Bus Hrs, SWUpdtes&upgrdes(prices other than 1 yr to be prorated accordingly)End of Life Sales11-1-98, Available on a per Service Quote Basis Only	\$75	3%

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POLYCOM	BC-12-SS-P	PremierPlus2Day,1Yr,SwiftSite,760,2nd Bus Day Parts&Labor, Tel Tech Support during Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EndOfLife-SS 5-1-04,760 11-30-06)LIST PRICE*	\$520	3%
POLYCOM	MBC-12-SS-P	PartnerPremierPlus2Day,1Yr,SwiftSite,760,2nd Bus Day Parts&Labor,Tel Tech Support during to partner Bus Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 *	\$390	3%
POLYCOM	MPC-12-SS-P	PartnerPremierPlus,1Yr,SwiftSite,760,NextBus Day Parts&Labor,Telephone Tech Support to Partner during Bus Hrs,SW ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 *	\$490	3%
POLYCOM	PC-12-SS-P	PremierPlus,1Yr,SwiftSite,760,NextBus Day Parts&Labor,Telephone Tech Support during Business Hrs,SoftWare ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 LIST PRICE *	\$650	3%

POLYCOM	SC-12-SS-P	Premier,1Yr,SwiftSite,760,Parts shipped premium day of call,Telephone Tech Support during Business Hrs,SoftWare ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 LIST PRICE *	\$425	3%
POLYCOM	SPPOW-12-SS-P	PartnerPremier,1Yr,SwiftSite,760,Parts shipped premium day of call,Tel Tech Supp to Partner during Bus Hrs,SW ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 LIST PRICE *	\$225	3%
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POLYCOM	MPC-12-S4E-P	PartnerPremierPlus,1Yr,4000&E,Next Business Day Parts&Labor,Tel Tech Support to Partner during Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote*	\$3,600	3%
POLYCOM	MPCB-12-S4E-P	PartnerPremierPlus2Day,1Yr,4000&E,2nd Business Day Parts&Labor,Tel Tech Support to Partner during Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote*	\$2,880	3%
POLYCOM	PC-12-S4E-P	Premier Plus,1Yr,4000&E,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote) LIST PRICE*	\$4,800	3%
POLYCOM	PCB-12-S4E-P	PremierPlus 2 Day,1Yr,4000&E,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote LIST PRICE*	\$3,840	3%
POLYCOM	SC-12-S4E-P	Premier,1Yr,4000&E,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 9-1-95, EOL-Svc by Quote, LIST PRICE	\$2,400	3%
POLYCOM	SPPOW-12-S4E-P	PartnerPremier,1Yr,4000&E,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-95, EOL-Svc by Quote	\$1,680	3%
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POLYCOM	MPC-12-S4EX-P	PartnerPremier Plus,1Yr,4000EX,Next Business Day Parts&Labor,Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 9-1-95, EOL-Svc by Quote *	\$3,150	3%
POLYCOM	MPCB-12-S4EX-P	PartnerPremierPlus 2 Day,1Yr,4000EX,2nd Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 9-1-95, EOL-Svc by Quote) *	\$2,520	3%
POLYCOM	PC-12-S4EX-P	Premier Plus,1Yr,4000EX,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote LIST PRICE*	\$4,200	3%
POLYCOM	PCB-12-S4EX-P	PremierPlus 2 Day,1Yr,4000EX,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote LIST PRICE*	\$3,360	3%
POLYCOM	SC-12-S4EX-P	Premier,1Yr,4000EX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote LIST PRICE	\$2,100	3%
POLYCOM	SPPOW-12-S4EX-P	Partner PremierOutWar,1Yr,4000EX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote	\$1,470	3%
POLYCOM				
POLYCOM				
POLYCOM	MPC-12-S2-P	PartnerPremier Plus,1Yr,Venue2000,Next Business Day Parts&Labor, Telephone Tech Support during to Partner Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-15-02, EOL-Svc 1-15-07 *	\$1,325	3%
POLYCOM	MPCB-12-S2-P	PartnerPremierPlus 2 Day,1Yr,Venue2000,2nd Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-15-02, EOL-Svc 1-15-07 *	\$1,060	3%
POLYCOM	PC-12-S2-P	Premier Plus,1Yr,Venue2000,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07 LIST PRICE*	\$1,762	3%
POLYCOM	PCB-12-S2-P	PremierPlus2 Day,1Yr,Venue2000,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07 LIST PRICE*	\$1,410	3%
POLYCOM	SC-12-S2-P	Premier,1Yr,Venue2000,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07 LIST PRICE	\$881	3%

POLYCOM	POLYCOM	SPPOW-12-S2-P	PartnerPremierOutWar,1Yr,Venue2000,Parts shipped premium on day of call,Tel Tech Support during Business Hrs to partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07	\$600	3%
POLYCOM	POLYCOM				
POLYCOM	POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM	POLYCOM		Product Family Section Legend - Server Products Maintenance Service		
POLYCOM	POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM	POLYCOM				
POLYCOM	POLYCOM				
POLYCOM	POLYCOM	MPC-12-MT-P	PartnerPremier Plus,1Yr,Montage570A&B,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$8,625	3%
POLYCOM	POLYCOM	MPCB-12-MT-P	PartnerPremierPlus 2 Day,1Yr,Montage 570A&B,2nd Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03*	\$6,900	3%
POLYCOM	POLYCOM	PC-12-MT-P	Premier Plus,1Yr,Montage 570A&B,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 8-31-01, EOLSvc 2-6-03) LIST PRICE*	\$11,500	3%
POLYCOM	POLYCOM	PCB-12-MT-P	PremierPlus 2 Day,1Yr,Montage 570A&B,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$9,200	3%
POLYCOM	POLYCOM	SC-12-MT-P	Premier,1Yr,Montage 570A&B,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$5,750	3%
POLYCOM	POLYCOM	SPPOW-12-MT-P	PartnerPremierOutWar,1Yr,Montage 570A&B,Parts shipped premium on day of call, Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03	\$4,370	3%
POLYCOM	POLYCOM				
POLYCOM	POLYCOM				
POLYCOM	POLYCOM	MPC-12-MT1-P	PartnerPremier Plus,1Yr,Montage570A&B,T120orCP,Next Bus Day Parts&Labor,Telephone Tech Support to partner during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc2-6-03 *	\$9,919	3%
POLYCOM	POLYCOM	MPCB-12-MT1-P	PartnerPremierPlus 2 Day,1Yr,Montage 570A&B,T120orCP,2nd Business Day Parts&Labor,Telephone Tech Support to Partner during Bus Hrs,Software ups&upgrades(prices for other than 1yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03*	\$7,935	3%
POLYCOM	POLYCOM	PC-12-MT1-P	Premier Plus,1Yr,Montage 570A&B,T120orCP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$13,225	3%
POLYCOM	POLYCOM	PCB-12-MT1-P	PremierPlus 2 Day,1Yr,Montage 570A&B,T120orCP,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$10,580	3%
POLYCOM	POLYCOM	SC-12-MT1-P	Premier,1Yr,Montage 570A&B,T120orCP,Next Business Day Parts, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$6,613	3%
POLYCOM	POLYCOM	SPPOW-12-MT1-P	PartnerPremier,OutWarr1Yr,Montage 570A&B,T120orCP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03	\$5,681	3%
POLYCOM	POLYCOM				
POLYCOM	POLYCOM				
POLYCOM	POLYCOM	MPC-12-MT2-P	PartnerPremier Plus,1Yr,Montage570A&B,T120&CP,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc2-6-03 *	\$11,213	3%
POLYCOM	POLYCOM	MPCB-12-MT2-P	PartnerPremierPlus 2 Day,1Yr,Montage 570A&B,T120&CP,2nd Business Day Parts&Labor,Telephone Tech Support to Partner during Bus Hrs,Software ups&upgrades(prices for other than 1yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03*	\$8,970	3%
POLYCOM	POLYCOM	PC-12-MT2-P	Premier Plus,1Yr,Montage 570A&B,T120&CP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$14,950	3%
POLYCOM	POLYCOM	PCB-12-MT2-P	PremierPlus 2 Day,1Yr,Montage 570A&B,T120&CP,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$11,960	3%

POLYCOM	SC-12-MT2-P	Premier,1Yr,Montage 570A&B,T120&CP,Parts shipped premium on day of call Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$7,475	3%
POLYCOM	SPPOW-12-MT2-P	PartnerPremier,OutWarr1Yr,Montage 570A&B,T120&CP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03	\$6,425	3%
POLYCOM				
POLYCOM				
POLYCOM	MPC-12-240GW-P	Partner Premier Plus,1Yr,240GW,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05) *	\$2,250	3%
POLYCOM	MPCB-12-240GW-P	Partner PremierPlus 2 Day,1Yr,240GW,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 *	\$1,800	3%
POLYCOM	PC-12-240GW-P	Premier Plus,1Yr,240GW,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 LIST PRICE*	\$3,000	3%
POLYCOM	PCB-12-240GW-P	PremierPlus 2 Day,1Yr,240GW,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 LIST PRICE*	\$2,400	3%
POLYCOM	SC-12-240GW-P	Premier,1Yr,240GW,Parts shipped premium on day of call,Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 LIST PRICE	\$1,500	3%
POLYCOM	SPPOW-12-240GW-P	PartnerPremier,OutWarr1Yr,240GW,Next Business Day Parts, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05	\$960	3%

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POLYCOM	MPC-12-PP-P	Partner Premier Plus,1Yr,PRISM 4 Site,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$2,588	3%
POLYCOM	MPCB-12-PP-P	PartnerPremierPlus 2 Day,1Yr,PRISM 4 Site,2nd Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$2,070	3%
POLYCOM	PC-12-PP-P	Premier Plus,1Yr,PRISM 4 Site,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$3,450	3%
POLYCOM	PCB-12-PP-P	PremierPlus 2 Day,1Yr,PRISM 4 Site,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$2,760	3%
POLYCOM	SC-12-PP-P	Premier,1Yr,PRISM 4 Site,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$1,725	3%
POLYCOM	SPPOW-12-PP-P	Partner Premier,OutWarr1Yr,PRISM 4 Site,Parts shipped premium on day of call,Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,104	3%
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POLYCOM	MPC-12-PP1-P	Partner Premier Plus,1Yr,Prism 4 Site, T120orCP,Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$3,881	3%
POLYCOM	MPCB-12-PP1-P	PartnerPremierPlus 2 Day,1Yr,Prism 4 Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$3,105	3%
POLYCOM	PC-12-PP1-P	Premier Plus,1Yr,Prism 4 Site, T120orCP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$5,175	3%
POLYCOM	PCB-12-PP1-P	PremierPlus 2 Day,1Yr,Prism 4 Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$4,140	3%
POLYCOM	SC-12-PP1-P	Premier,1Yr,Prism 4 Site, T120orCP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$2,588	3%
POLYCOM	SPPOW-12-PP1-P	Partner Premier,OutWarr1Yr,Prism 4 Site, T120orCP,Parts shipped premium on day of call,Tel Tech Support during BusHrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,840	3%
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POLYCOM	MPC-12-PP2-P	Partner Premier Plus,1Yr,Prism 8or4 Site, T120&CP,Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$5,175	3%
POLYCOM	MPCB-12-PP2-P	PartnerPremierPlus 2 Day,1Yr,Prism8or4Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Bus Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$4,140	3%
POLYCOM	PC-12-PP2-P	Premier Plus,1Yr,Prism8or4Site, T120&CP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$6,900	3%
POLYCOM	PCB-12-PP2-P	PremierPlus 2 Day,1Yr,Prism8or4Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$5,520	3%
POLYCOM	SC-12-PP2-P	Premier,1Yr,Prism8or4Site,T120&CP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$3,450	3%
POLYCOM	SPPOW-12-PP2-P	Partner Premier,OutWarr1Yr,Prism8or4Site, T120&CP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,840	3%
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POLYCOM	MPC-12-PP3-P	Partner Premier Plus,1Yr,Prism 8 Site, T120orCP,Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$6,469	3%
POLYCOM	MPCB-12-PP3-P	PartnerPremierPlus 2 Day,1Yr,Prism8Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Bus Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$5,175	3%
POLYCOM	PC-12-PP3-P	Premier Plus,1Yr,Prism8Site, T120orCP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$8,625	3%
POLYCOM	PCB-12-PP3-P	PremierPlus 2 Day,1Yr,Prism8Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$6,900	3%
POLYCOM	SC-12-PP3-P	Premier,1Yr,Prism8Site,T120orCP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$4,313	3%
POLYCOM	SPPOW-12-PP3-P	Partner Premier,OutWarr1Yr,Prism8Site, T120orCP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,840	3%

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POLYCOM	MPC-12-PP4-P	Partner Premier Plus,1Yr,Prism 8 Site, T120&CP,Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$7,763	3%
POLYCOM	MPCB-12-PP4-P	PartnerPremierPlus 2 Day,1Yr,Prism8Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Bus Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$6,210	3%
POLYCOM	PC-12-PP4-P	Premier Plus,1Yr,Prism8Site, T120&CP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$10,350	3%
POLYCOM	PCB-12-PP4-P	PremierPlus 2 Day,1Yr,Prism8Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$8,280	3%
POLYCOM	SC-12-PP4-P	Premier,1Yr,Prism8Site,T120&CP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$5,175	3%
POLYCOM	SPPOW-12-PP4-P	Partner Premier,OutWarr1Yr,Prism8Site, T120&CP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$2,300	3%

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POLYCOM	MPC-12-BRI-P	PartnerPremier Plus,1Yr,RadvisionBRI,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07 *	\$828	3%
POLYCOM	MPCB-12-BRI-P	PartnerPremierPlus 2 Day,1Yr,RadvisionBRI,Second Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07 *	\$660	3%
POLYCOM	PC-12-BRI-P	Premier Plus,1Yr,RadvisionBRI,Next Business Day Parts&Labor, Telephone Tech Support during Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$1,035	3%
POLYCOM	PCB-12-BRI-P	PremierPlus 2 Day,1Yr,RadvisionBRI,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$825	3%
POLYCOM	SC-12-BRI-P	Premier,1Yr,RadvisionBRI,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE	\$575	3%
POLYCOM	SPPOW-12-BRI-P	Partner Premier,OutWarr1Yr,RadvisionBRI,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-02, EOLSvc 1-1-07	\$375	3%

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POLYCOM	MPC-12-PRI-P	PartnerPremier Plus,1Yr,RadvisionPRI,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07 *	\$2,400	3%
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POLYCOM	MPCB-12-PRI-P	Partner PremierPlus 2 Day,1Yr,RadvisionPRI,2nd Business Day Parts&Labor,Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 *	\$1,920	3%
POLYCOM	PC-12-PRI-P	Premier Plus,1Yr,RadvisionPRI,Next Business Day Parts&Labor, Telephone Tech Support during Business Hours,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$3,000	3%
POLYCOM	PCB-12-PRI-P	PremierPlus 2 Day,1Yr,RadvisionPRI,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$2,400	3%
POLYCOM	SC-12-PRI-P	Premier,1Yr,RadvisionPRI,Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE	\$1,500	3%
POLYCOM POLYCOM	SPPOW-12-PRI-P	Partner Premier,OutWarr1Yr,RadvisionPRI,Parts shipped premium on day of call, Tel Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07	\$1,080	3%
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POLYCOM	HD-12-DT-P	Help Desk, 1 Yr, Live Manager, TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 8-31-01, EOLSvc 8-31-06, LIST PRICE)	\$175	3%
POLYCOM	HD-12-NC-P	Help Desk, 1 Yr, Pictel 330, 8 Port, TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 12-1-01, EOLSvc 12-1-06, LIST PRICE	\$1,000	3%
POLYCOM POLYCOM	HD-12-NC24-P	Help Desk, 1 Yr, Pictel 330, 24 Port, TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 7-1-01, EOLSvc 7-1-06, LIST PRICE	\$1,250	None
POLYCOM POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	HD-12-FVC10-P	HelpDesk,1Yr,FirstVirtualConferenceSoftware,10Port, TelephoneTech Support during Business Hrs, Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$2,475	3%
POLYCOM	HD-12-FVC25-P	HelpDesk,1Yr,FirstVirtualConferenceSoftware,25Port,Unlimited TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$4,400	3%
POLYCOM	HD-12-FVC50-P	HelpDesk,1Yr,FirstVirtualConferenceSoftware,50Port,Unlimited TelephoneTech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$6,875	3%
POLYCOM POLYCOM	HD-12-FVCOP-P	HelpDesk,1Yr,FVC Software Options,Add On to Maint Svc,ContinousPresence or StreamMedia,Tel Tech Support during Bus Hrs,Software ups&upgrades(prices for other than 1 yr prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$1,375	3%

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POLYCOM	SPPOW-12-ADD1-P	Partner Premier,OutWar1Yr, IFlipchart,Parts shipped premium day of call, TelephoneTech Support to partner during Business Hrs,Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07	\$110	3%
POLYCOM				
POLYCOM				
POLYCOM	MPC-12-ADD2-P	Partner Premier Plus,1Yr,InteractiveWhiteBd,Next Business Day Parts&Labor, TelephoneTech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07 *	\$350	3%
POLYCOM	MPCB-12-ADD2-P	Partner PremierPlus 2 Day,1Yr,InteractiveWhiteBd,2nd Business Day Parts&Labor,TelephoneTechSupport to partner during Business Hrs, Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly) EndofLife Sales 8-31-02 EOLSvc8-31-07 *	\$275	3%
POLYCOM	PC-12-ADD2-P	Premier Plus,1Yr,InteractiveWhiteBd,Next Business Day Parts&Labor, TelephoneTechSupport during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07, LIST PRICE*	\$500	3%
POLYCOM	PCB-12-ADD2-P	PremierPlus 2 Day,1Yr,InteractiveWhiteBd,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07, LIST PRICE*	\$400	3%
POLYCOM	SC-12-ADD2-P	Premier,1Yr,InteractiveWhiteBd,Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07, LIST PRICE	\$250	3%
POLYCOM	SPPOW-12-ADD2-P	Partner PremierOutWar1Yr, InteractiveWhiteBd,Parts shipped premium day of call, TelephoneTechSupport to partner during Business Hrs,Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07	\$170	3%
POLYCOM				
POLYCOM				
POLYCOM	MPC-12-IMX2-P	Partner Premier Plus,1Yr,T1 IMUX,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 1-1-06 *	\$865	3%
POLYCOM	MPCB-12-IMX2-P	Partner PremierPlus 2 Day,1Yr,T1 IMUX 2nd Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 4-1-01, EOLSvc 4-1-06 *	\$690	3%
POLYCOM	PC-12-IMX2-P	Premier Plus,1Yr,T1 IMUX,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 4-1-06 LIST PRICE*	\$1,150	3%
POLYCOM	PCB-12-IMX2-P	PremierPlus 2 Day,1Yr,T1 IMUX,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 4-1-06, LIST PRICE*	\$920	3%
POLYCOM	SC-12-IMX2-P	Premier,1Yr,T1 IMUX,Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 4-1-06, LIST PRICE	\$575	3%
POLYCOM	SPPOW-12-IMX2-P	PartnerPremier+,1Yr,VSX,HtlkIMUX,210-35Adpt,Next Bus Day Parts&Labor,TelTech Sup to Prt during Bus Hrs,SW. Upd&Updgs(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06*	\$320	3%
POLYCOM				
POLYCOM				
POLYCOM	MPC-12-IMX-P	PartPremier+1Yr,VSX,HotlinkIMUX,210-35Adpt,Next Bus Day Parts&Labor,Tel Tech Sppt during Bus Hrs,SW Upd&Upgr(prices for other than1yr prorated accordingly)EndofLife SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06*	\$263	3%
POLYCOM	MPCB-12-IMX-P	PartnerPremier+2Day,1Yr,VSX,HtlkIMUX210-235Adpt,2nd Bus Day Parts&Labor,Tel Tech Sup during Bus Hrs,SW. Upd&Updgs(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06 *	\$210	3%
POLYCOM	PC-12-IMX-P	Premier Plus,1Yr,VSX,HtlkIMUX210-235Adpt,Next Bus Day Parts&Labor,Tel Tech Sup during Bus Hrs,SW. Upd&Updgs(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06 LIST PRICE*	\$350	3%
POLYCOM	PCB-12-IMX-P	Premier+2 Day,1Yr,VSX,HtlkIMUX210-235Adpt,2nd Bus Day Parts&Labor,Tel Tech Sup during Bus Hrs,SW. Upd&Updgs(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06 LIST PRICE*	\$280	3%
POLYCOM	SC-12-IMX-P	Premier,1Yr,VSX,HtlkIMUX,210-35Adpt,Parts shipped premium day of call, TelTech Supp during Bus Hrs,SW Upd&Updgs(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06 LIST PRICE*	\$175	3%
POLYCOM	SPPOW-12-IMX-P	PrtPremier,OutWar1Yr, VSX,HtlkIMUX210-235Adpt,Parts shipped premium dayofcall, Tel TechSup during BusHrs toPartner,SWUpds&Updgd(prices other than1 yr prorated)EndofLife SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06	\$150	3%

POLYCOM				
POLYCOM				
POLYCOM	MPC-12-ADD3-P	PartnerPremier Plus,1Yr,IBoardwProjector,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07 *	\$920	3%
POLYCOM	MPCB-12-ADD3-P	Partner PremierPlus 2 Day,1Yr,IBoardwProjector,2nd Business Day Parts&Labor, TelephoneTechSupport to Partner during Business Hrs, Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07 *	\$730	3%
POLYCOM	PC-12-ADD3-P	Premier Plus,1Yr,IBoardwProjector,Next Business Day Parts&Labor, TelephoneTechSupport during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07 LIST PRICE*	\$1,225	3%
POLYCOM	PCB-12-ADD3-P	PremierPlus 2 Day,1Yr,IBoard,wProjector,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) EndofLife Sales 8-31-02 EOLSvc8-31-07 LIST PRICE*	\$975	3%
POLYCOM	SC-12-ADD3-P	Premier,1Yr,IBoardwProjector, Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07 LIST PRICE	\$650	3%
POLYCOM	SPPOW-12-ADD3-P	Partner Premier,OutWar1Yr, IBoardwProjector,Parts shipped premium day of call, TelephoneTech Support to Partner during Business Hrs,Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly) EndofLife Sales 8-31-02 EOLSvc8-31-07	\$425	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	BC-12-NEC50-P	PremierPlus 2 Day, 1 Year, 50" Flat Panel Display, 2nd Business Day Parts & Labor, Tel Tech Support During Business Hrs & Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$1,760	3%
POLYCOM	MBC-12-NEC50-P	Partner PremierPlus 2 Day 1 Year, 50" Flat Panel Display, 2nd Business Day Parts & Labor, Tel Tech Support to Partner During Bus Hrs,SWups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$1,320	3%
POLYCOM	MPC-12-NEC50-P	Partner Premier Plus 1 Year , 50" Flat Panel Display, Next Business Day Parts&Labor, Tel Tech Support to Partner During Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$1,485	3%
POLYCOM	MPC-36-NEC50-P	Partner Premier Plus 3Yr , 50" Flat Panel Display, Next Business Day Parts&Labor, Telephone Tech Support to Partner During Business Hrs, SW ups&upgrades(prices for other than 3 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$3,675	3%
POLYCOM	PC-12-NEC50-P	Premier Plus 1 Yr, 50" Flat Panel Display, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$2,195	3%
POLYCOM	PC-36-NEC50-P	Premier Plus 3Yr, 50" Flat Panel Display, Next Business Day Parts & Labor, Telephone Tech Support During Business Hours & Software ups&upgrades(prices for other than 3 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$5,250	3%
POLYCOM	SC-12-NEC50-P	Premier 1 Yr, 50" Flat Panel Display, Parts shipped premium day of call, Tel Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE	\$1,470	3%
POLYCOM	SPP-36-NEC50-P	Partner Premier,3Yr,50" Flat Panel , Qualified Service Partners only, Parts shipped premium day of call, tel tech support to Partner during bus hrs, SWups&upgrades(prices other than1yr to be prorated accordingly)End of Sales Life9-30-03,SVC EOL9-30-08	\$2,125	3%
POLYCOM	SPPOW-12-NEC50-P	Partner Premier OutofWarr1Yr ,50" Flat Panel, Qualified Svce Prtnr Only, Parts shipped premium day of call, Tel Tech Sppt to Partner during bus hrs,SWupds&upgds(prices other than 1 yr to be prorated accordingly)End of Sales Life9-30-03,SVC EOL9-30-08	\$880	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	MPC-12-PROJ-P	Partner Premier Plus 1 Year, XGA Projector, Next Business Day Parts& Labor,Telephone Tech Support to Partner During Business Hrs, Software ups&upgrades(prices other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$600	3%
POLYCOM	MPCB-12-PROJ-P	Partner PremierPlus 2 Day 1Yr, XGA Projector, 2nd Business Day Parts & Labor, Telephone Tech Support to partner During Bus Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$515	3%
POLYCOM	PC-12-PROJ-P	Premier Plus 1 Yr, XGA Projector, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$800	3%
POLYCOM	PCB-12-PROJ-P	PremierPlus 2 Day 1 Yr, XGA Projector, 2nd Business Day Parts & Labor, Tel Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$650	3%

POLYCOM	SC-12-PROJ-P	Premier 1Yr, XGA Projector, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE	\$440	3%
POLYCOM	SPP-36-PROJ-P	PartnerPremier,3 Yr,XGA Projector,Qualified Svc Partners only,Parts shipped premium day of call,tel tech support to Partner during bus hrs, SWups&upgrades(prices for other than 3 yr to be prorated accordingly)End of Sales Life 9-30-03, SVC EOL 9-30-08	\$755	3%
POLYCOM	SPPOW-12-PROJ-P	PartnerPremier,1 Yr,XGA Projector,Qualified Svc Partners only,Parts shipped premium day of call,tel tech support to Partner, SWups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Sales Life 9-30-03, SVC EOL 9-30-08	\$320	3%

# Polycom

## North American Price List

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## EFFECTIVE OCT 20th, 2004

DISCOUNT CATEGORIES
Price List reflects Discount Categories as defined in POLYCOM's standard agreements. For shipments outside of your contractual territory, please use the GLOBAL Reach Program less your domestic agree discounts against the discount categories referenced in the price book.
<b>Miscellaneous Discount Codes</b>
<b>TRN.1</b>
For Channel Discount Rates - See Discount Table For
Polycom Learning Center at CSN Home Page "csn.polycom.com"

GLOBAL REACH
The GLOBAL Reach program is Polycom's authorised processes for placing orders for shipment outside of a Channels' contractually agreed territory. The program offers a total product and service solution to customers with international needs. For details on how to quote, how to an order and how to use the program, please refer to the Global Reach tab in this price book.

PRICE BOOK DEFINITIONS
<b>Availability</b>
Now = Product Currently Available and Shipping
DD-MMM-YYYY = Product Planned for Availability "Until", or "Beginning" on the date listed
Limited = Call Verify to Availability and Lead Times
SEOL = Service for an EOL Product
<b>Change Date (Ch. Dt.)</b>
MMM-YY Date Line Item Was Last Changed in List
<b>Change Action</b>
Add = New Line Item Added
Change = Existing Line Item Changed
Obsolete = Line Item Currently Obsolete
<b>Change Type</b>
Desc = Description Has Changed
Prc = Price Has Changed
Disc = Discount Category Changed
30 Day = 30 Day Notice of Removal
Avail = Product Availability has Changed

PRINTING + VIEWING PRICE BOOK
<b>Note -</b>
Page numbers are designed to be accurate when selecting "Entire Workbook" while printing or previewing (File-Print-Entire-Workbook)

GSA
<b>Note -</b>
Products Compliant with the Trade Agreements Act of 1979 (GSA eligible Products)

PRODUCT CERTIFICATIONS
Channel Partner is responsible for obtaining appropriate regulatory product certification prior to shipment of these products into any country for which Polycom has not obtained such certification. For up-to-date information on countries for which Polycom has obtained certification, contact your local representative. Channel Partner shall defend, indemnify and hold Polycom harmless from and against any and all claims, including, without limitation, claims by governmental authorities, arising out of or in any way related to Channel Partner's failure to obtain appropriate regulatory product certifications for countries where we do not provide such certifications.

PRICE LIST APPLICABLE ONLY FOR:
United States and Canada

SERVICE FOR END OF LIFE PRODUCTS	MSRP NA
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## GLOBAL REACH - Orders should be faxed directly to + 44 1753 72 35 74

### What is POLYCOM'S GLOBAL Reach Program?

#### About GLOBAL Reach

GLOBAL Reach is a competitive sales tool, which enables authorized Channel Partners to offer a total solution to their customers with needs whilst still retaining account control. Selling through GLOBAL Reach also gives Channel Partners the ability to earn compensation for international sales as invoicing takes place within their own selling territory.

**CONTACT US:** [globalreach@polycom.com](mailto:globalreach@polycom.com) or visit us on the Polycom Resource Center

### How to QUOTE out of territory:

1. Use the REGIONAL price book of the end user location for pricing
2. Check COUNTRY Product Availability: (in this document)
3. NOTE Delivery terms applicable (DDP, or ex-works)
4. NOTE Service capabilities (on-site, or remote only)
5. All Services are sold at RESELLER price
6. Include correct GLOBAL Reach Fee

### How to Place your Order

Orders should be faxed directly to + 44 1753 72 35 74 or emailed in PDF format to [globalreach@polycom.com](mailto:globalreach@polycom.com)

#### Clean Order Requirements

1. Correct Polycom Address:

##### EMEA deliveries:

POLYCOM BV, Transpolis Park, Siriusdreef 41, 2132 Wt Hoofddorp, The Netherlands

##### ASIA/Japan/China deliveries:

POLYCOM (Hong Kong) Limited, Room 1101 MassMutual Tower, 38 Gloucester Road, Wan Chai, Hong Kong

##### USA & CALA deliveries:

POLYCOM INC, 1565 Barber Lane, Milpitas, CA 95035, USA

2. GLOBAL Reach Fee part number & correct value of the fee
3. Correct part numbers
4. Correct & Contractually agreed rates
5. Sales Tax if applicable, see notes below
6. Contractually agreed payment terms
7. End site details (full delivery address, contact, email, tel & fax number)
8. Requested Ship Date
9. Correct delivery terms. Freight Forwarder details for Ex-Works orders.
10. Include the Network Terminal Adapter, if not locally sourced.
11. Copy of Commercial Invoice for Ex-Works
12. Copy of the Importation License for China orders.

### CHANNELS RESPONSIBILITIES - To ensure successful implementation

The Channel is responsible for ensuring that the following criteria are met, before a GLOBAL Reach Order is accepted by Polycom.

1. Ensure the end user customer is aware of the order, and prepared to receive the goods.
2. Under ex-works delivery terms, the Channel must nominate a Freight Forwarder to collect from the regional Polycom warehouse. They are to ensure that the forwarder is prepared to collect the goods, as soon as they are contacted by Polycom.  
NOTE: Channel should obtain freight, delivery, duty and importation (including VAT) costs, from the freight forwarder, prior to placing the order with Polycom. GLOBAL Reach are not responsible for providing this information, as Polycom will not be billing for these items
3. Must ensure the network is in place, and equipment has been moved into the Videoconferencing room. Monitor(s) should be placed on Cart(s), and Terminal Adapter (if not provided when Network installed) ready for the installation engineer.
4. Notify the end customer that Polycom GLOBAL Services Group will contact them prior to installation, and request a pre-installation form **to be completed, prior to scheduling an engineer.**  
NOTE: Installation will be a minimum of 5 working days after receipt of completed form.
5. Channel is responsible for providing any information updates to the customer. NOTE: GLOBAL Reach will pass mile stone information to



Channels on a regular basis, until completion and sign off by the customer.

6. GLOBAL Reach will escalate any issues back to the Channel, at any stage of the order cycle. It is the Channel's responsibility to resolve any issues in a timely manner.

### GLOBAL Reach Fee's & Service Capabilities

**\* GLOBAL Reach Fee Notes: The GLOBAL Reach Fee for DDP delivery terms, does NOT include Cart / monitors or plasma's. If monitors & carts are required as part of the shipment, plus add \$500.00 per cart or monitor, to the fee listed below. The ex-works fee is fixed at \$200.00**

Country	Region	Delivery Terms	GLOBAL Reach Fee *See notes above	GR Fee Part No.	PAL/NTSC	Voltage	On-site Services
Argentina	CALA	EXWORKS	\$200.00	4865-07522-001	NTSC	220v	Remote only or Custom Quote
Australia	ASIA	DDP	885	4865-07523-001	PAL	240v	Yes
Austria	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Bangalore	ASIA	EXWORKS	\$200.00	4865-07522-001	PAL	230v	Remote only or Custom Quote
Belgium	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Brazil	CALA	EXWORKS	\$200.00	4865-07522-001	NTSC	110v/220v	Yes
Canada	NA	DDP	885	4865-07523-001	NTSC	120v	Y+25%
Chile	CALA	DDP	885	4865-07523-001	NTSC	220v	Yes
China	CHINA	DDP	885	4865-07523-001	PAL	220v	Yes
Costa Rica	CALA	DDP	885	4865-07523-001	NTSC	120v	Remote only or Custom Quote
Czech Republic	EMEA	DDP	\$885.00	4865-07523-001	PAL	220v	Y+35%
Denmark	EMEA	DDP	\$300.00	4865-07525-001	PAL	220v	Yes
Finland	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
France	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Germany	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Greece	EMEA	DDP	\$300.00	4865-07525-001	PAL	220v	Y+25%
Hong Kong	ASIA	DDP	885	4865-07523-001	PAL	220v / 230v	Yes
Hungary	EMEA	DDP	885	4865-07523-001	PAL	220v	Y+35%
Iceland	EMEA	DDP	885	4865-07523-001	PAL	220v	Remote only or Custom Quote
India	ASIA	EXWORKS	\$200.00	4865-07522-001	PAL	230v	Remote only or Custom Quote
Indonesia	ASIA	EXWORKS	\$200.00	4865-07522-001	PAL	127v/220v	Remote only or Custom Quote
Ireland	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Israel	EMEA	DDP	885	4865-07523-001	PAL	230v	Remote only or Custom Quote
Italy	EMEA	DDP	\$300.00	4865-07525-001	PAL	220v	Yes

Japan	Japan	DDP	885	4865-07523-001	NTSC	110v	Yes
Luxembourg	EMEA	DDP	\$300.00	4865-07525-001	PAL	220v	Yes
Malaysia	ASIA	EXWORKS	\$200.00	4865-07522-001	PAL	240v	Remote only or Custom Quote
Malta	EMEA	EXWORKS	\$200.00	4865-07522-001	PAL	240v	Y+35%
Mexico	CALA	EXWORKS	\$200.00	4865-07522-001	NTSC	127v	Yes
Mongolia	CHINA	EXWORKS	\$200.00	4865-07522-001	PAL	220v	Remote only or Custom Quote
Netherlands	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
New Zealand	ASIA	DDP	885	4865-07523-001	PAL	240v	Yes
Norway	EMEA	DDP	885	4865-07523-001	PAL	230v	Yes
Pakistan	ASIA	EXWORKS	\$200.00	4865-07522-001	PAL	220v	Remote only or Custom Quote
Philippines	ASIA	DDP	885	4865-07523-001	NTSC	110v/220v	Y+25%
Poland	EMEA	EXWORKS	\$200.00	4865-07522-001	PAL	220v	Y+35%
Portugal	EMEA	DDP	\$300.00	4865-07525-001	PAL	220v	Yes
Puerto Rico	CALA	DDP	885	4865-07523-001	NTSC	120v	Yes
Romania	EMEA	DDP	885	4865-07523-001	PAL	220v	Remote only or Custom Quote
Russia	EMEA	EXWORKS	\$200.00	4865-07522-001	PAL	220v	Y+35%
Singapore	ASIA	DDP	885	4865-07523-001	PAL	230v	Yes
Slovakia	EMEA	DDP	885	4865-07523-001	PAL	220v	Y+35%
Slovenia	EMEA	DDP	885	4865-07523-001	PAL	220v	Y+35%
South Korea	ASIA	DDP	885	4865-07523-001	NTSC	110v/220v	Yes
Spain	EMEA	DDP	\$300.00	4865-07525-001	PAL	220v	Yes
Sweden	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Switzerland	EMEA	DDP	885	4865-07523-001	PAL	220v	Yes
Taiwan	ASIA	DDP	885	4865-07523-001	NTSC	120v	Yes
Thailand	ASIA	EXWORKS	\$200.00	4865-07522-001	PAL	220v	Y+25%
Turkey	EMEA	EXWORKS	\$200.00	4865-07522-001	PAL	220v	Y+35%
U.K.	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Ukraine	EMEA	DDP	885	4865-07523-001	PAL	220v	Y+35%
USA	NA	DDP	\$300.00	4865-07525-001	NTSC	120v	Yes
Venezuela	CALA	DDP	885	4865-07523-001	NTSC	120v	Remote only or Custom Quote

***If a Country is not detailed above Polycom may still be able to offer a service through GLOBAL Reach. The shipping terms will be Ex-works terms, and the service options would be with Remote support. For all Countries above showing***

**DDP terms, Ex-works terms is available.**

**The ex-works fee is \$200.00 per location. The GR fee Part No. for Ex-Works is: 4865-07522-001**

## NOTES - Please read

### Program fee's and tax

1. For DDP terms, the 'GLOBAL Reach Fee' includes 1 Codec with QBRI/Visual Concert, Adapters & Cables, does NOT include Carts, Monitors & Plasma's. If Monitors & Carts are required as part of the shipment, please add \$500.00 per cart or monitor, to the fee listed above. For multi CODEC'S please contact your GLOBAL Reach Specialist or email globalreach@polycom.com for a Custom Quote.
2. GLOBAL Reach fee's are NET, and non discountable.
3. For deliveries into USA, Sales Tax will be applied to the invoice. The Tax rate will vary depending on the State. For budget purposes Sales Tax may vary between 4.000% and 10.000%. For further guidance, current rate please provide to GLOBAL Reach details of the State/City/Zip Code.
4. For deliveries into CALA, ASIA, Japan China, Canada and EMEA (except the 15 x EU Countries) zero rated Sales Tax applies.
5. For deliveries into any of the EU Countries (Austria, Belgium, Denmark, France, Finland, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain, Sweden, U.K) A Sales Tax (Dutch VAT - currently 19%) will be applied to the invoice, unless the Channel partner holds a VAT registration within the EU. The VAT ID must be referenced on the PO and the PO must state Sold to/Bill to as the EU Registered Office address.

**Dutch VAT (19%) will always be applied for deliveries into The Netherlands (Holland) regardless of VAT registration.**

### Service

1. Remote Service Capabilities: Maintenance: SharedCare is available on all products. Installation: Remote installation note: only available on Viewstations (except VS4000) Not available on iPower Systems.
2. Services are sold at Regional MSRP to the End Customer. Channel buys from Polycom at RESELLER Pricing.
3. For on-site services in Countries listed above with a Y+%, the % uplift must be applied to the standard regional price.

## DELIVERY TERMS AVAILABLE, and what they mean

### DDP = Delivered Duty Paid

Delivered Duty Paid to the end user; all charges for local duties, transportation, and administration are included. Excluding VAT.

If the customer is unable to accept delivery for any reason and Polycom are asked to store said equipment, this will be done for a maximum of 5 days, free of charge. Thereafter, storage costs will be invoiced to the Global Reach Originating Partner at cost price, with a minimum charge of \$40.00

For DDP orders into China, please note we can only offer DDP if the importer (Customer/end user in China) has an Importation License. A copy of License, or details of the License number will be required to be detailed on the Channel PO before we can accept DDP terms. The Customer would be the importer of record, but all charges for transportation and local duties charges would be paid by Polycom.

### Ex-works

Seller (Polycom) fulfils his obligation to deliver when he has made the goods available at his premises to the buyer. In particular, he is not responsible for loading the goods on the vehicle provided by the buyer or for clearing the goods for export. The buyer (Channel or End Customer) bears all costs and risks involved in taking the goods from the seller's premises to the desired destination. The buyer **(Channel or End Customer) is responsible for obtaining any importation licenses prior to shipment.**

## WHEN WILL MY INTERNATIONAL ORDER SHIP?

GLOBAL Reach Orders are expedited with high priority, subject to product availability and customs paperwork. Orders will be made available for shipment (DDP) or collection (Ex-works), 2 working days from Order Entry.

For all NA & CALA orders, product will ship or be made available from Polycom's Americas Warehouse: Polycom Inc, 25212 Schulte Road, TRACY, CA95377 USA

For all Asia, China and Japan orders, product will ship or be made available from Polycom's Asia Warehouse: Celestica (Thailand) Limited, 49/18 Laem Chabang Industrial Estate, Moo 5, Tungskhla, Sriracha, Chonburi 20230 Thailand

For all EMEA orders with exception of South Africa, Africa and UAE, Saudi Arabia, product will ship or be made available from Polycom's European Warehouse: Schenker International BV, C/O: Polycom B.V, Nieuwesluisweg 250, 3197 KV Rotterdam - Botlek, The Netherlands

For South Africa, Africa, UAE and Saudi Arabia, product will be made available from Polycom's Asia Warehouse: Celestica (Thailand) Limited, 49/18 Laem Chabang Industrial Estate, Moo 5, Tungskhla, Sriracha, Chonburi 20230 Thailand

### What is the GLOBAL Reach Fee?

The global reach fee is chargeable to all channels, per order, and covers:

1. Over-head and cost of the global reach team, and entire co-ordination from enquiry to sign off from the end user.
2. Gives the channels the ability to purchase international product, at their usual discount, outside of their of domestic contract.
3. Expedited availability of products and service (2 days for shipment, priority installations).
4. For DDP terms includes all costs relating to freight, delivery, custom clearance, duty, handling etc.

**The fee does not include:**

1. Installation costs
2. Inside delivery
3. Project management to end user
4. EU / NA Sales Tax

# NA ROW SERVICES DESCRIPTIONS & INFO

## North America

### MAINTENANCE SERVICES

1. Pricing is applicable for USA. A 25% Uplift is applicable for On-site service pricing for Canada. On-site Services in Alaska and Hawaii are by Custom Price Quote.
2. For Video and Voice Systems, service pricing covers complete system configuration, as purchased from Polycom. There is no need to add peripheral service pricing into the configuration. Collaboration tools such as Document Cameras, VCR, Mics, Scan Converters & Dual Monitors are included in the base service price. Large collaboration tools, such as White Boards, Flat Panel Displays (Except Executive Collection Systems), and some Projectors are priced separately. Maintenance on Peripherals added after the initial installation will be covered for the same period as the system level maintenance agreement.
3. Partner Branded Services are non-discountable.
4. Service End of Life Price Schedule is for products that Polycom no longer sells but continues to offer maintenance services on.
5. Service Payment Terms - Prepaid is the default payment term.
6. Principle Period of Maintenance (PPM) - 9:00 am to 6:00 p.m., local time, Monday through Friday, excluding Polycom recognized holidays.
7. BEFORE scheduling an installation for Polycom Network Systems or Solutions products, if ordered from Polycom, a site survey must be completed.

### SERVICE OFFERINGS

#### PARTNER BRANDED SERVICE OFFERINGS

##### Partner Premier Plus

For Qualified Polycom Service Partners  
 Next Business Day On-Site Response & Advance Replacement Parts  
 Telephone Technical Support to Partner in Principle Period of Maintenance (PPM)  
 All Parts, Labor, and Travel Included  
 Software Updates & Software Upgrades, as required

##### Partner Premier

For Qualified Polycom Service Partners  
 Advance Replacement Parts Shipped Priority Level Same Business Day  
 Telephone Technical Support to Partner in Principle Period of Maintenance (PPM)  
 Software Updates & Software Upgrades, as required

##### Partner Standard

For Qualified Polycom Service Partners  
 Telephone Technical Support to Partner in Principle Period of Maintenance (PPM)  
 Parts Repair/Replacement, 30 Day Return upon receipt at Factory  
 Software Updates & Software Upgrades, as required

##### Partner Premier Plus 2 Day

For Qualified Polycom Service Partners  
 Two Business Day On-site Response  
 Partner Premier Plus Support Terms

#### POLYCOM BRANDED SERVICE OFFERINGS

##### Installation:

Pre-Installation Coordination  
 On-site service professional  
 Live System Test  
 One & one Half Hour on-site Orientation Training for up to 5 Students

##### Installation & Training:

Pre-Installation Coordination / Site Survey  
 On-site service professional  
 Live System Test  
 On-site System Administrator Training

**Premier Plus**

Next Business Day On-Site Response & Advance Replacement Parts  
 Telephone Technical Support in Principle Period of Maintenance (PPM)  
 All Parts, Labor, and Travel Included  
 Software Updates & Software Upgrades, as required

**Premier**

Advance Replacement Parts Shipped Priority Level Same Business Day  
 Telephone Technical Support in Principle Period of Maintenance (PPM)  
 Software Updates & Software Upgrades, as required

**Standard**

Telephone Technical Support in Principle Period of Maintenance (PPM)  
 Parts Repair/Replacement, 30 Day Return upon receipt at Factory  
 Software Updates & Software Upgrades, as required

**Premier Plus 2 Day**

Two Business Day On-Site Response  
 Premier Plus Support Terms

**TIME AND MATERIALS**

Network Systems Products: \$1,500/day; All other products: \$200 per hour, billed portal to portal  
 T&M rates are non-discountable.

Response time is subject to engineer availability.

Applicable in Principle Period of Maintenance (PPM) only - 8:00 am to 5:00 p.m., local time, Monday through Friday, excluding Polycom recognized holidays.

**EXTENDED TECHNICAL PHONE SUPPORT**

As an add-on to select service agreements, customers can purchase Extended Technical Telephone Support (ETS), for around the clock technical telephone support services.

A Technical Support Engineer will return telephone calls initiated outside the Principle Period of Maintenance (PPM) within two hours of when the call is logged.

The term of the ETS contract must coincide with the term of the system maintenance service contract.

Video Systems Extended Telephone Support 7X24 - Product IDs & Price: MSRP - ETS7-12-VS-P \$700. Reseller - RETS7-12-VS-P \$630

MGC Systems Extended Telephone Support 7X24 - Product IDs & Price: MSRP - 4865-20504-00 3.0% of Product List Price.

Reseller - 4865-20504-002 2.7% of Prod List Price

**FLAT PANEL (EXCLUDING THE EXECUTIVE COLLECTION)**

Mounting Support - The customer is responsible for the installation of wall mounting brackets, etc. for the flat panel.

Installation Support - Polycom will install the camera, connect the Flat Panel to the codec and perform a system test as part of the normal codec installation support.

Maintenance Support - The Flat Panel is NOT covered under the video system maintenance contract unless it is part of the Executive Collection.

Otherwise, additional maintenance must be purchased to cover the Flat Panel option .

**FLAT PANEL WITH THE EXECUTIVE COLLECTION**

Mounting Support - The customer is responsible for installation of the wall mounting brackets for the flat panel.

**PRE-CONTRACT INSPECTION/CERTIFICATION INFORMATION**

For video conferencing systems not installed by Polycom, and/or for a video conferencing system where a 90 day lapse in maintenance contract or warranty end date has occurred, Polycom may require a pre-contract inspection prior to accepting the equipment under a maintenance contract.

If a site visit is required a fee of \$499 per systems will be applied, Product IDs & Price: MSRP - 4865-06680-001 \$499, Reseller - 4865-06680-002 \$449.

The customer is also responsible for all expenses required to bring the system to an operational level.

For Network System MGCs, the fee is \$1,500 per system , Product IDs & Price: MSRP - 4865-06680-003 \$1,500, Reseller - 4865-06680-004 \$1,350.

**INSTALLATION INFORMATION**

The System installation price includes all options and standard collaboration tools, purchased from Polycom that are installed coincident with the system.

Additional charges will apply if installation of an option and/or collaboration tool is not coincident with System installation.

For Upgrades Not performed with initial install, the installation price is \$1500 per system, per day, or current install cost of a new system, whichever is lower at time of upgrade installation. Each additional upgrade installed at the same site and on the same day is discounted 50%.

**SYSTEM RELOCATION**

Polycom will perform system relocation for a fixed fee during PPM, 8:00 am to 5:00 p.m. local time, Monday through Friday, excluding Polycom holidays.

It is the customer's responsibility to coordinate the shipment of the equipment from one location to another.

Customers may purchase Relocation support services from Polycom at the following rates: (excludes Alaska, and Hawaii - additional travel expense will apply.)

Product	Part # - DEINSTALL	Part # - REINSTALL
	System Deinstall Charge	System Deinstall & Reinstall
Video Systems	\$1,500	\$1,500 (same location) \$2,500 (2 locations)
MGC25	\$2,500	\$2,500 (same location) \$4,150 (2 locations)
MGC50	\$2,995	\$2,995 (same location) \$4,995 (2 locations)
MGC100	\$5,000	\$5,000 (same location) \$8,500 (2 locations)

Note 1: Same Location = Installation in campus environment or same building

Note 2: 2 Locations = Installations performed in two separate trips typically different cities.

Note 3: Installation requests cannot be scheduled until the product has been shipped and received by the customer and a site survey or a pre-installation checklist (product specific) has been completed and returned to Polycom. Upon completion of these tasks, Installations will be scheduled.

At this point, a Customer Service Rep will contact the customer and schedule the installation at the customer's site. Customer should expect a minimum of a five(5) business day lead time for scheduled installations from this point

Note 4: Requests for Installations within the 5 day window will be handled on a "Best Effort" basis and may be subject to an additional expedite fee.

**WARRANTY INFORMATION****1. Software Warranty: Polycom warrants that (a) software on systems contained in this price workbook will perform substantially**

In conformance with the accompanying written material and that the media will be free of defects in materials and workmanship for a period from the date of receipt (refer to table below). Polycom does not warrant that the operation of the Software will be uninterrupted or error free. This Limited Warranty is void if failure of the software has resulted from accident, abuse or misapplication. Replacement Software will be warranted for the remainder of the original warranty period or 30 days whichever is longer

**2. Hardware Warranty: For systems contained in this price workbook, Polycom's hardware return-to-factory (RTF) warranty provides for**

specified turnaround time for repairs (refer to table below). Add-ons, spare and repair parts carry a 90 day warranty or the balance of the system level warranty.

**3. Upgrade Warranty: The upgrade warranty includes a 90 day return to factory warranty or the balance of the system warranty, whichever is greater.**

Product Family	Software Warranty	Hardware Warranty (Return to Factory Coverage)		Parts Turnaround (From receipt at Polycom designated facility)
<b>VIDEO</b>				
VSX 7000	1 Year	1 Year RTF		30 Days
iPower 600 Series	90 Days	1 Year RTF		10 Days
iPower 9000 Series	90 Days	1 Year RTF		10 Days
Executive Collection	90 Days	1 Year RTF		10 Days
ViewStation 128, 323, 512, MP, FX, 4000	90 Days	3 Year RTF		21 Days
ViewStation SP/SP384, EX	90 Days	1 Year RTF		21 Days
ViaVideo	90 Days	1 Year RTF		10 Days
<b>VOICE</b>				
VoiceStation&IP/SoundStation&IP	90 Days	1 Year RTF		14 Days
Sound Point Pro & IP	90 Days	1 Year RTF		14 Days
SoundStation Premier	90 Days	1 Year RTF		14 Days
SoundStation VTX1000	90 Days	1 Year RTF		14 Days
Vortex	90 Days	2 Year RTF		14 Days
<b>Network Systems Products</b>				
MGC	90 Days	1 Year RTF		15 Days
WebCommander	90 Days	NA		NA
WebOffice	90 Days	NA		NA
<b>Network Solutions</b>				
Global Management Systems	90 Days	N/A		N/A
PathNavigator	90 Days	N/A		N/A
Polycom Conference Suite	90 Days	N/A		N/A
Network Aware Scheduler	90 Days	N/A		N/A
Video Network Management	90 Days	N/A		N/A
<b>Peripherals (Purchased Through Polycom Only)</b>				
Large - GroupBoard, WhiteBoards, Panel Displays, Etc. Standard - DOC Camera, VCR, Scan Converter, Visual Concert, Polycom Tablet, etc.	NA	1 Year RTF		Same As System
<b>Upgrades</b>	90 Days or balance of original product warranty period, whichever is greater	90 Days or balance of original product warranty period, whichever is greater		Same As System

## NA SERVICE AVAILABILITY

Country	Install	Shared Care or Premier	On-site Maintenance Services
Canada	YES+25%	YES	YES+25%
USA	YES **	YES **	YES **

**\*\* Alaska and Hawaii available only by service per quote basis**



1-Oct-04



## What's Changed?

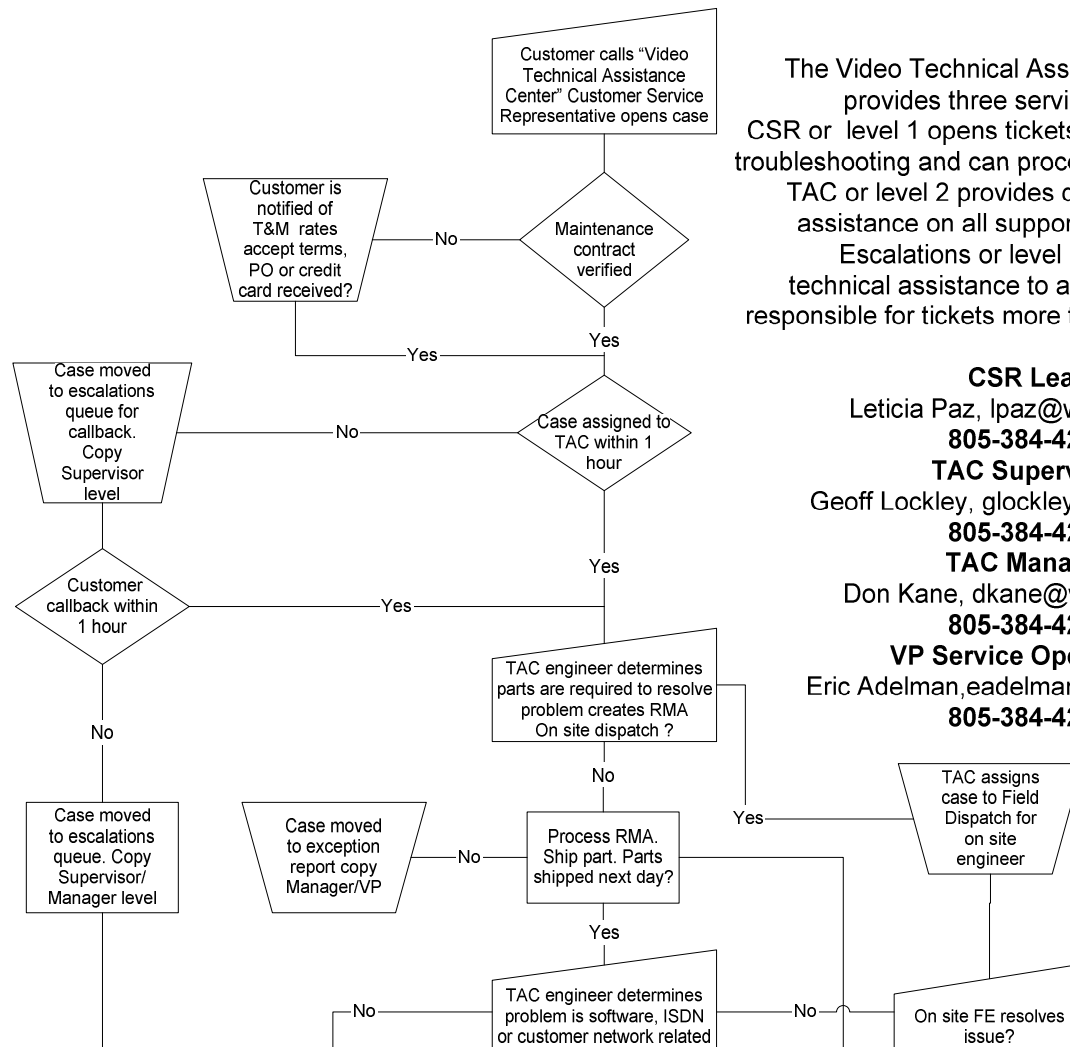
CURRENT AS OF 11/16/2004

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<b>Tab "Svc Plan Descriptions"</b>	<ul style="list-style-type: none"><li>• Includes matrix of Wire One offered maintenance services</li><li>• Includes Wire One maintenance service descriptions</li></ul>
<b>Tab "Service Request Flowchart"</b>	<ul style="list-style-type: none"><li>• Service escalation flowchart</li></ul>
<b>Tab "Polycom-Ptel Legacy Service"</b>	<ul style="list-style-type: none"><li>• Polycom-Ptel legacy system maintenance pricing</li></ul>
<b>Tab "Polycom Service"</b>	<ul style="list-style-type: none"><li>• ViaVideo maintenance pricing</li><li>• VSX 7000 maintenance pricing</li><li>• ViewStation maintenance pricing</li><li>• iPower maintenance pricing</li><li>• GMS maintenance pricing</li><li>• Accord maintenance pricing</li></ul>
<b>Tab "Wire One Training"</b>	<ul style="list-style-type: none"><li>• Wire One provided training pricing</li></ul>
<b>Tab "Time &amp; Materials Pricing"</b>	<ul style="list-style-type: none"><li>• Wire One provided T&amp;M pricing</li><li>• Includes Certification, Project Management, and Deinstallation/Reinstallation Pricing</li></ul>



## Technical Assistance Center Service Request Flowchart



The Video Technical Assistance Center provides three service levels.  
 CSR or level 1 opens tickets, provides 1<sup>st</sup> line troubleshooting and can process RMA requests.  
 TAC or level 2 provides direct technical assistance on all supported products.  
 Escalations or level 3 provides technical assistance to all levels and is responsible for tickets more than 72 hours old.

### CSR Lead

Leticia Paz, lpaz@wireone.com

**805-384-4242**

### TAC Supervisor

Geoff Lockley, glockley@wireone.com

**805-384-4214**

### TAC Manager

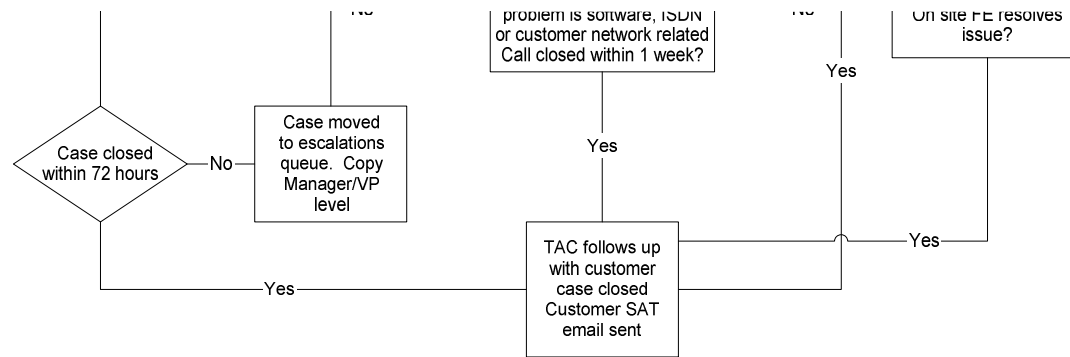
Don Kane, dkane@wireone.com

**805-384-4246**

### VP Service Operations

Eric Adelman, eadelman@wireone.com

**805-384-4292**



1-Oct-04

**Polycom/PictureTel Legacy Products Service Programs**

Part Number	QuoteWerks Description	Description	Manufacturer SRP	Wire One Price
<b>Polycom iPower 600 Series*</b>				
SVC-OI-PiP600	OS Instl Plycm iPower 600	On-Site Installation	N/A	\$999
SVC-RI-PiP600	Remote Instl Plycm iPower 600	Remote Installation	N/A	\$499
SVC-OM-1Y-PiP600	1Yr Prem Plycm iPower 600	1 Year Premium One Care	\$750	\$750
SVC-OM-3Y-PiP600	3Yr Prem Plycm iPower 600	3 Year Premium One Care	\$1,795	\$1,750
SVC-RM-1Y-PiP600	1Yr Remote Plycm iPower 600	1 Year Remote One Care	\$500	\$475
SVC-RM-3Y-PiP600	3Yr Remote Plycm iPower 600	3 Year Remote One Care	\$1,200	\$1,175

\* End-of-Service Life - 12/31/08

<b>Polycom Model 960 system*</b>			<b>Manufacturer SRP</b>	<b>Wire One Price</b>
SVC-OI-P960	OS Instl Plycm 960	On-Site Installation	N/A	\$1,399
SVC-OM-1Y-P960	1Yr Prem Plycm 960	1 Year Premium One Care	\$1,395	\$1,299
SVC-OM-3Y-P960	3Yr Prem Plycm 960	3 Year Premium One Care	\$2,345	\$2,250
SVC-RM-1Y-P960	1Yr Remote Plycm 960	1 Year Remote One Care	\$795	\$749
SVC-RM-3Y-P960	3Yr Remote Plycm 960	3 Year Remote One Care	\$1,910	\$1,799

\* End-of-Service Life - 03/01/08

<b>Polycom Model 970 system*</b>			<b>Manufacturer SRP</b>	<b>Wire One Price</b>
SVC-OI-P970	OS Instl Plycm 970	On-Site Installation	N/A	\$1,399
SVC-OM-1Y-P970	1Yr Prem Plycm 970	1 Year Premium One Care	\$1,995	\$1,799
SVC-OM-3Y-P970	3Yr Prem Plycm 970	3 Year Premium One Care	\$3,350	\$3,199
SVC-RM-1Y-P970	1Yr Remote Plycm 970	1 Year Remote One Care	\$1,095	\$950
SVC-RM-3Y-P970	3Yr Remote Plycm 970	3 Year Remote One Care	\$2,630	\$2,499

\* End-of-Service Life - 03/01/08

<b>PictureTel SwiftSite &amp; 760*</b>			<b>Manufacturer SRP</b>	<b>Wire One Price</b>
SVC-OI-PSS760	OS Instl Pctl SS & 760	On-Site Installation	N/A	\$1,199
SVC-OM-1Y-PSS760	1Yr Prem Pctl SS & 760	1 Year Premium One Care	\$650	\$599
SVC-RM-1Y-PSS760	1Yr Remote Pctl SS & 760	1 Year Remote One Care	\$425	\$400

\*End-of-Service Life -11/30/06

<b>PictureTel Venue*</b>			<b>Manufacturer SRP</b>	<b>Wire One Price</b>
SVC-OI-PVen	OS Instl Pctl Venue	On-Site Installation	N/A	\$1,399
SVC-OM-1Y-PVen	1Yr Prem Pctl Venue	1 Year Premium One Care	\$1,762	\$1,699
SVC-OM-3Y-PVen	3Yr Prem Pctl Venue	3 Year Premium One Care	N/A	\$4,500
SVC-RM-1Y-PVen	1Yr Remote Pctl Venue	1 Year Remote One Care	\$881	\$850
SVC-RM-3Y-PVen	3Yr Remote Pctl Venue	3 Year Remote One Care	N/A	\$2,379*

\*End-of-Service Life - 01/15/07

Part Number	QuoteWerks Description	Description		
<b>PictureTel Concorde*, 4000E, 4000EX, 4000ZX</b>			<b>Manufacturer SRP</b>	<b>Wire One Price</b>
SVC-OI-PCon	OS Instl Pctl Concorde & 4000x	On-Site Installation	N/A	\$1,399
SVC-OM-1Y-PCon	1Yr Prem Pctl Concorde & 4000x	1 Year Premium One Care	\$3,737	\$2,999
SVC-OM-3Y-PCon	3Yr Prem Pctl Concorde & 4000x	3 Year Premium One Care	N/A	\$8,750
SVC-RM-1Y-PCon	1Yr Remote Pctl Concorde & 4000x	1 Year Remote One Care	\$1,869	\$1,599
SVC-RM-3Y-PCon	3Yr Remote Pctl Concorde & 4000x	3 Year Remote One Care	N/A	\$4,500
*End-of-Service Life - 01/15/07				
<b>PictureTel Montage A &amp; B</b>			<b>Manufacturer SRP</b>	<b>Wire One Price</b>
SVC-OI-Pmon	OS Instl Pctl Montage	On-Site Installation	N/A	\$3,250
SVC-OM-1Y-PMon	1Yr Prem Pctl Montage	1 Year Premium One Care	\$11,500	\$10,999
SVC-RM-1Y-PMon	1Yr Remote Pctl Montage	1 Year Remote One Care	\$5,750	\$5,500
*End-of-Service Life - 02/6/03				
<b>PictureTel Montage A &amp; B with T.120 or CP</b>			<b>Manufacturer SRP</b>	<b>Wire One Price</b>
SVC-OI-PCon	OS Instl Pctl Montage wT120 or CP	On-Site Installation	N/A	\$3,250
SVC-BO-1Y-PMonCP	1Yr Prem Pctl Montage w/T120 or CP	1 Year Premium One Care	\$14,950	\$12,500
SVC-RM-1Y-PMonCP	1Yr Remote Pctl Montage w/T120 or CP	1 Year Remote One Care	\$7,475	\$7,350
*End-of-Service Life - 02/6/03				
<b>PictureTel Prism 4 Site</b>			<b>Manufacturer SRP</b>	<b>Wire One Price</b>
SVC-OI-PPrsm	OS Instl Pctl Prism4	On-Site Installation	N/A	\$3,250
SVC-BO-1Y-PPrsm	1Yr Prem Pctl Prism4	1 Year Premium One Care	\$3,450	\$3,399
SVC-RM-1Y-PPrsm	1Yr Remote Pctl Prism4	1 Year Remote One Care	\$1,725	\$1,699
*End-of-Service Life - 02/6/03				
<b>PictureTel Prism 4 Site with T.120 or CP</b>			<b>Manufacturer SRP</b>	<b>Wire One Price</b>
SVC-OI-PPrsm	OS Instl Pctl Prism4 w/T120 or CP	On-Site Installation	N/A	\$3,250
SVC-BO-1Y-PPrsm	1Yr Prem Pctl Prism4 w/T120 or CP	1 Year Premium One Care	\$5,175	\$5,000
SVC-RM-1Y-PPrsm	1Yr Remote Pctl Prism4 w/T120 or CP	1 Year Remote One Care	\$2,588	\$2,450
*End-of-Service Life - 02/6/03				
<b>PictureTel Prism 8 Site</b>			<b>Manufacturer SRP</b>	<b>Wire One Price</b>
SVC-OI-PPrsm	OS Instl Pctl Prism8	On-Site Installation	N/A	\$3,250
SVC-BO-1Y-PPrsm	1Yr Prem Pctl Prism8	1 Year Premium One Care	\$8,625	\$8,499
SVC-RM-1Y-PPrsm	1Yr Remote Pctl Prism8	1 Year Remote One Care	\$4,313	\$4,200
*End-of-Service Life - 02/6/03				
<b>PictureTel Prism 8 Site with T.120 and CP</b>			<b>Manufacturer SRP</b>	<b>Wire One Price</b>
SVC-OI-PCon	OS Instl Pctl Prism8 w/T120 or CP	On-Site Installation	N/A	\$3,250
SVC-BO-1Y-PCon	1Yr Prem Pctl Prism8 w/T120 or CP	1 Year Premium One Care	\$12,938	\$11,599
SVC-RM-1Y-PCon	1Yr Remote Pctl Prism8 w/T120 or CP	1 Year Remote One Care	\$5,175	\$5,000
*End-of-Service Life - 02/6/03				

## Course Offerings

Course Name	Description	Price
<b>Videoconferencing Systems End User Remote</b> ES-GS-END-R	This course provides users the skills and confidence necessary to dial from and participate in a videoconference. This training is conducted over video using customer's equipment. Instructional materials are provided. Customer must be able to connect to our Training Center. Available for ViewStation, VSX, iPower, TANDBERG, Sony, VTEL, or VCON systems. Course length: <i>up to</i> two hours. Limit: 8 students per class.	\$500  \$250 with purchase of install and/or One Care.
<b>Videoconferencing Systems End User Onsite</b> ES-GS-END-OS	This course provides users the skills and confidence necessary to dial from and participate in a videoconference. This training is conducted on customer's site using customer's videoconferencing system. Instructional materials are provided. Available for ViewStation, VSX, ViaVideo, iPower, TANDBERG, Sony, VTEL, or VCON systems. Course length: <i>up to</i> 3 two-hour sessions in a single day. Limit: 8 students per session.	\$2,800
<b>Videoconferencing Systems Admin Remote</b> ES-GS-ADMIN-R	This course is designed for those who will be in charge of configuring, maintaining and troubleshooting videoconference equipment. It is conducted over video using customer's equipment. Instructional materials are provided. Customer must be able to connect to our Training Center. Available for ViewStation, VSX, iPower, TANDBERG, Sony, VTEL, or VCON systems. Course length: <i>up to</i> two hours. Limit: 8 students per class.	\$500
<b>Videoconferencing Systems Admin Onsite</b> ES-GS-ADMIN-OS	This course is designed for those who will be in charge of configuring, maintaining and troubleshooting videoconference equipment. It is conducted on customer's site using customer's equipment. Instructional materials are provided. Available for ViewStation, VSX, iPower, TANDBERG, Sony, VTEL, or VCON systems. Course length: <i>up to</i> 3 two-hour sessions in a single day. Limit: 8 students per session.	\$2,800
<b>Polycom MGC End User Onsite</b> ES-ACCORD-END-OS	This course includes a hardware and software overview, administration scheduling, basic operations, and basic maintenance of the Polycom MCU. It is conducted on the customer's site using customer's equipment. Course length: <i>up to</i> 1 day. Limit: 5 students per class.	\$3,500
<b>Polycom MGC Administrator Onsite</b> ES-ACCORD-ADMIN-OS	This course is designed for those who require more in-depth knowledge of configuration and maintenance issues for the Polycom MCU. It includes basics of scheduling and monitoring calls, but concentrates on the technical side of the box. It conducted on the customer's site using customer's equipment. Course length: <i>up to</i> 1 day. Limit: 5 students per class.	\$3,500
<b>Polycom MGC End User and Administrator Combo Onsite</b> ES-ACCORD-COMBO-OS	This is a combination of the above two courses designed to be run in two separate sessions: one for end users, and one for administrators. It conducted on the customer's site using customer's equipment. Course length: <i>up to</i> 2 days. Limit 5 students per session.	\$4,500
<b>Polycom WebCommander Onsite</b> ES-POLY-WEB-OS	This course is designed for those responsible for using WebCommander to schedule and monitor calls on the Polycom MCU. It is conducted on the customer's site using customer's equipment. Course length: <i>up to</i> ½ day. Limit: 8 students per class.	\$2,800
<b>Polycom PathNavigator Onsite</b> ES-POLY-PATH-OS	This course is designed for those responsible for using PathNavigator as their Gatekeeper for an H.323 network. It is conducted on the customer's site using customer's equipment. Course length: <i>up to</i> ½ day. Limit: 8 students per class.	\$2,800
<b>Polycom Global Management System (GMS) Onsite</b>	This course is designed for customers who are utilizing Polygon's Global Management System for management of their H.323 network and endpoints. It is conducted on the customer's site using	\$2,800
<b>Introduction to H.323 Onsite</b> ES-INTRO-323-OS	This course is designed for individuals who require an introduction to IP telecommunications networks and equipment associated with videoconferencing applications. An excellent review for experienced technicians. It is conducted on the customer's site. Course length: <i>up to</i> 1 day. Limit: 8 students per class.	\$3,500

<b>Mastering Distance Education Onsite</b>  ES-MDE-OS	This course is designed to demonstrate the value of Distance Education. Upon completion, the student should be able to conduct any size Distance Learning class with confidence. Workshops will be performed throughout the class. Instructional materials will be provided. It is conducted on the customer's site using customer's equipment. Course length: 2 days. Limit: 8 students per class.	\$5,200
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## Time & Materials and Optional Services available from Wire One Technologies

### Video/Networking Equipment - Applicable rates with Maintenance Agreement in effect

Model #	QuoteWerks Description	Description	USA SRP Price	
SVC-VNRSwA	HD Remote Support - Video A/V Pref rate	Help Desk/Remote Support - Video, A/V Preferred rate	\$125.00/hr (1 hr. minimum)	
SVC-VNOSwA	On-site Support Video A/V Pref Rate	On-site Field Engineer - Video, A/V Preferred rate	\$125.00/hr (4 hr. minimum plus expenses)	
SVC-VNProSRwA	PS Remote Support Video A/V Pref Rate	Pro-Services Remote Support Preferred rate	\$225.00/hr (1 hr. minimum)	
SVC-VNProSOwA	PS On-site Support Video A/V Pref Rate	Pro-Services On-site Support Preferred rate	\$325.00/hr (4 hr. minimum plus expenses)	1

### Video/Networking Equipment - Applicable rates without Maintenance Agreement in effect

Model #	QuoteWerks Description	Description	USA SRP Price	Channel Cost
SVC-VNRS	HD Remote Support Video A/V NA	Help Desk/Remote Support - Video, AV	\$195.00/hr (1 hr. minimum )	\$140.00/hr (1 hr. minimum)
SVC-VNRSPRE	HD Remote Support Video A/V NA after hrs	Help Desk/Remote Support - Video A/V After hours, weekends and holidays	\$250.00/hr (1 hr. minimum )	\$200.00/hr (1 hr. minimum )
SVC-VNOS	On-site Support Video A/V NA	On-site Field Engineer - Video, A/V	\$195.00/hr (4 hr. minimum plus expenses)	\$170.00/hr (4 hr. minimum plus expenses)
SVC-VNOSPRES	On-site Support Video A/V NA after hrs	On-site Field Engineer - Video, A/V After hours , weekends and holidays	\$300.00/hr (4 hr. minimum plus expenses)	\$225.00/hr (4 hr. minimum plus expenses)
SVC-VNProSR	PS Remote Support NA normal hrs	Pro-Services Remote Support (normal business hours only)	\$250.00/hr (1 hr. minimum)	
SVC-VNProSO	PS On-site Support NA normal hrs	Pro-Services On-site Support (normal business hours only)	\$375.00/hr (4 hr. minimum plus expenses)	

## Site Certification, Deinstallation, Reinstallation & Project Manage

### Optional Services Available

Model #	QuoteWerks Description	Description	USA SRP
SVC-DEINSTALL	De-install room system	De-Install Room System	\$1,000
SVC-REINSTALL	Re-install room system	Re-Install Room System	\$1,500
SVC-DE/RE	De-install/Re-install same day	Same Day System De-install and Re-install	\$2,000
SVC-CPM	Project Manager - Endpoint	Project Manager - Endpoint	\$200
SVC-CPM-MCU	Project Manager - MCU	Project Manager - MCU	\$1,000
SVC-RC	Remote System Certification	Remote System Certification	\$250
SVC-OC	On-site System Certification Visit	On-site System Certification Visit **	\$1,000

\*\* Recertification is for any system not under warranty and where a Service Agreement is desired. This visit includes travel and expenses, time on-site and evaluation of customer equipment.

### System Certification

Part Number	QuoteWerks Description	Description
SVC-RC	Remote System Certification	<b>Remote Maintenance System Certification Fee</b> (to be quoted per video system and per network node) This is required for all equipment that maintenance is quoted for that has not be immediately installed by Wire One,

SVC-OC	On-site System Certification Visit	<b>On-site Maintenance System Certification Fee</b> (to be quoted per video system and per network node) This is required for all equipment that maintenance is quoted for that has not be immediately installed by Wire One,
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**End Point Project Management Service - REQUIRED**

Part Number	QuoteWerks Description	Description
SVCPM	Project Manager - Endpoint	<b>Dedicated Project Manager Service includes:</b> <ul style="list-style-type: none"><li>- Dedicated PM as your Wire One single point of contact.</li><li>- Lead project status meetings.</li><li>- Management of implementation schedules.</li><li>- Scheduling of Wire One on-site resources.</li><li>- Deliverable definitions which are used to indicate specific tasks that need to be performed.</li><li>- Task sequencing will identify project dependencies.</li><li>- Task duration will determine the amount of time needed to complete activity tasks.</li><li>- Schedule control will be used to maintain project timelines and communicate project issues with all project resources.</li><li>- Review of specialized equipment qualification and verification. These activities are conducted during project kickoff meetings and confirmed upon equipment delivery.</li><li>- Verify correct shipment and delivery.</li><li>- Coordinate communications and management of project Time, Quality, and Risks.</li><li>- Coordinate shipping and installation activities.</li><li>- Coordinate installation resources with site readiness.</li><li>- Review of specialized network configuration verification/checklist for various video and audio network options.</li><li>- QA of installation ensuring customer satisfaction.</li><li>- Coordination of overview training and appropriate formal training.</li><li>- Coordination of transition of hardware and software support.</li></ul>

**MCU Project Management Service - REQUIRED**

Part Number	QuoteWerks Description	Description
SVCPM-MCU	Project Manager - MCU	<b>Dedicated Project Manager Service includes:</b> <ul style="list-style-type: none"><li>- Dedicated PM as your Wire One single point of contact.</li><li>- Lead project status meetings.</li><li>- Management of implementation schedules.</li><li>- Scheduling of Wire One on-site resources.</li><li>- Deliverable definitions which are used to indicate specific tasks that need to be performed.</li><li>- Task sequencing will identify project dependencies.</li><li>- Task duration will determine the amount of time needed to complete activity tasks.</li><li>- Schedule control will be used to maintain project timelines and communicate project issues with all project resources.</li><li>- Review of specialized equipment qualification and verification. These activities are conducted during project kickoff meetings and confirmed upon equipment delivery.</li><li>- Verify correct shipment and delivery.</li><li>- Coordinate communications and management of project Time, Quality, and Risks.</li><li>- Coordinate shipping and installation activities.</li><li>- Coordinate installation resources with site readiness.</li><li>- Review of specialized network configuration verification/checklist for various video and audio network options.</li><li>- QA of installation ensuring customer satisfaction.</li><li>- Coordination of overview training and appropriate formal training.</li><li>- Coordination of transition of hardware and software support.</li></ul>

		<b>Dedicated Project Manager Service includes: (con't)</b>
		<p><b>In Addition to Endpoint Services the following MCU activities will be coordinated by the Project Manager:</b></p> <ul style="list-style-type: none"> <li>- Qualify/Review with the customer the MCU as a whole system. Discussion with the customer regarding every aspect of what they expect the bridge to do to make sure they have the right resources and the correct cards for their desired application.</li> <li>- Verify correct shipment and delivery of multiple cards, as well as, the MCU itself.</li> <li>- Confirm customer has network in place for video calls on MCU, including any necessary multiple drops.</li> <li>- Verify 10/half minimum Ethernet drop for management port of MCU.</li> <li>- Verify management console available on customer's network to facilitate configuration of MCU and allow customer's administration of MCU after installation.</li> <li>- Verify analog line for remote management of MCU (required if Wire One One Care purchased). Coordinate installation with Help Desk, to test remote management and assist in proper configuration of MCU.</li> <li>- Verify topology of video network for H.323 deployment. Usually requires the PM to coordinate the install and communicate with several different contacts.</li> <li>- After installation is complete, proof of concept and testing usually requires coordination and scheduling with multiple customer endpoints and locations in addition to the installation location of the MCU.</li> </ul>

<b>Deinstallation/Reinstallation</b>		
<b>Part Number</b>	<b>QuoteWerks Description</b>	<b>Description</b>
<b>SVC-DEINSTALL</b>	De-install room system	<p><b>System Deinstallation</b></p> <p>Includes up to 4 hours of on-site labor and all travel expenses, a Wire One field engineer will deinstall system and a include packing, however, field</p>
<b>SVC-REINSTALL</b>	Re-install room system	<p><b>System Reinstallation</b></p> <p>Includes up to 8 hours of on-site labor and all travel expenses, a Wire One field engineer will unpack and reinstall sy involved, customer will need to provi</p>
<b>SVC-DE/RE</b>	De-install/Re-install same day	<p><b>Same Day System Deinstallation/Reinstallation</b></p> <p>Includes up to 8 hours of on-site labor and all travel expenses. Each additional labor hour will be invoiced at \$150.0</p>

## **Normal Business Hours**

Normal Business Hours are defined as Monday through Friday, exclusive of holidays, from 8:00 AM to 5:00 PM in the local time zone.

## **Site Survey Requirements**

Wire One can provide site surveys prior to each installation. The available site survey options are detailed below:

### **1 Telephonic Site Survey**

- \* Video tape and manual sent to the site
- \* Individual at the site views the video tape
- \* Individual then completes the forms in the manual and returns them
- \* Phone support (if required) will be available for the individual while completing the forms

*Schedule: Order received to package shipment*

ordering model #	item	USA SRP
920-TSS-01-MISC	Telephonic Site Survey	\$ 385/ea

### **2 Basic Physical Site Survey**

- \* Representative visits the site
- \* Fundamental design considerations reviewed with customer via a series of questions
- \* Sketch of the room will be completed
- \* Survey report will be generated and include a list of recommendations

*Schedule: Order received to on-site visit*

*Site visit to report delivery*

ordering model #	item	USA SRP
920-BSS-01-MISC	Basic Physical Site Survey	\$ 765/ea

### **3 Enhanced Physical Site Survey**

- \* Representative visits the site
- \* Fundamental design considerations reviewed with the customer via a series of questions
- \* Sketch of the room completed
- \* Survey report generated. This report will include a list of recommendations, a suggested room layout and

*Order received to on-site visit*

*Site visit to report delivery*

ordering model #	item	USA SRP
920-ESS-01-MISC	Enhanced Physical Site Survey	\$ 1,175/ea

## **Basic Installation Services / Statement of Work**

Normal installation schedule interval is ten (10) business days.

### **Basic System Installation Services (For Room Systems)**

Installation pricing covers the necessary on-site labor, performed during normal business hours. Installations and/or services provided outside of normal business hours

The following services are provided by Wire One Technology Services for all system installations:

#### **Prior to On-Site Installation (in conjunction with customer)**

- Contact end user to schedule implementation.
- Review technical requirements, including network information.
- Schedule Technician for installation.
- Contact end user to verify equipment delivery.
- Contact end user to verify network installation/readiness.
- Dispatch Technician or reschedule if equipment/network are not available.

#### **On-Site Installation**

- Unpack equipment from original shipping containers.
  - Inspect equipment for visible damage.
  - Set up system cart
- Install system components within the roll-about cabinet (if purchased/provided).
- Connect equipment to the network interface device.
- Dress (tie-wrap) cables within the roll-about cabinet.
- Install auxiliary cameras, system control peripherals, microphones and other provided accessories using provided standard cables and extenders.
- Perform power-up, initial system configuration, and system diagnostics. Confirming system equipment is functioning properly in the local loop-back configuration.
- Resolve normal installation problems.
- Place and receive a remote video call. If the network is functional at the time of the install, the technician will Perform a remote video call.
  - If the network is not functional at the time of the install, the technician will test the system in a loopback from the network interface device, if available, or in a local codec loopback. The end user may request a return service call, billable at the current Time and Material rates to have a technician place and receive a remote video call when the network and access device are available and operational.
- Provide end user with a brief Overview (orientation) of the system and its operation.
- Initiate applicable Warranty/Maintenance Agreement, per order. This will include providing the end user with the appropriate Technical Assistance Center telephone number.
- Conduct a Quality Assurance review within one week following completion of installation.

## **End User (Customer) Responsibilities**

- End user should provide a single point of contact to coordinate all installation activities.
- End user is responsible for all furniture, electrical, and network services.
- Network connections must be provided at the equipment location on standard communication wall jacks.
- Compliance with national and local building, electrical, fire, and earthquake codes are the end user's responsibility.
- End user facilities personnel are responsible for the installation of any fixtures prior to the scheduled installation date.
- End user is responsible for the movement of equipment from the dock to the room.
- Installation includes testing and successful local loopback. The Customer is responsible for verification of correct network provisioning, including end-to-end test and premise wiring, prior to the scheduled installation date.
- Most systems provide some form of remote diagnostic capability. Appropriate direct-dial, analog phone lines are required. At least one additional line, with a hand-set should be provided to allow the technician and/or end user to work with the Technical Assistance Center in resolving problems.
- Facilities and network systems should be available throughout the scheduled installation and at least one (1) working day there after.
- Communications personnel should be available to resolve and issues which may arise during the installation.
- Have appropriate personnel (up to four individuals) available to attend the Overview session.
- Sign Customer Acceptance Form, which initiates applicable Warranty/Maintenance Agreement.
- Provide person to assist in moving and lifting monitors larger than 27". (If customer is unable to provide this assistance, Wire One will assess a fee of \$250 AND provide this additional person.)

## **Optional System Installation Services**

The following installation services are NOT included in the basic Installation. These are optional services, which may be quoted and provided on an individual case basis.

- Additional and/or special mounting, cabling or cable modifications. cabling run through conduit/floor troughs.
- Provide additional person to assist in moving and lifting monitors larger than 27".
- Any installation services performed after hours or on weekends.
- Additional trips and/or time on-site due to missing materials or network problems.
- Relocation of components outside of the provided roll-about carts.
- Training
  - User training via video or on-site.
  - System Administrator training on-site.
  - Technical Personnel training.

**Note: The brief overview/orientation session is not intended as a substitute for formal system training.**

## **De-Installation**

Normal de-installation schedule interval is ten (10) business days.

### **Basic De-Installation Services (For Room Systems)**

De-installation pricing is provided for labor during normal business hours. Additional time and/or work performed after hours will be billed at Time & Materials rates

The following services are provided by Wire One for all roll-about and desktop system de-installations:

- Disconnecting equipment from the network interface device.
- Disconnecting provided accessories.
- Removal of monitors from carts (when applicable). Note that for moving monitors of 27" or larger, a second person is required for lifting/moving. The end user may provide this individual, or Wire One will provide this individual at an additional cost of \$250.
- Preparing equipment for shipment. Note that the end user is responsible for boxing/crating equipment. (See Moving Company Service option).

### **Optional De-Installation Services**

The following de-installation services are NOT included in the basic de-installation. These are optional services which may be quoted and provided on an individual case

#### **Moving Company Service**

Wire One Networks will coordinate a moving company to arrive to pick up equipment on the day the equipment is

#### **Other Optional Services**

Wire One will be pleased to provide a quotation upon request for these services:

- De-installation work in excess of six hours on-site, or to be performed after hours or on weekends
- De-installation of non-manufacturerer provided accessories. Note that a list of the accessories must be provided with the RFQ.
- De-installation of network interface equipment. (Please provide manufacturer and model of equipment with RFQ.)
- De-installation of equipment installed in non-manufacturer carts or custom rooms
- De-installation of any monitors installed in any location other than on the proper cart.
- Provision of a second person to assist in lifting/moving monitors 27" or larger.

If you require services not listed in this document, please contact your Sales Representative for guidance.

### **Telephone Technical Support**

Technical phone support is available 24 hours a day, 7 days a week via a toll free phone number. This service consists of identifying, diagnosing, and resolving customer problems and questions. The Technical Assistance Center (TAC) staff of qualified t

\*This is dependent on the service program that is in effect.

### **On-Site Service**

On-site support will be provided by noon next business day, by a Wire One-trained technician, provided that Wire One's TAC determines by 4:00 p.m. local site time on a business day that on-site support is needed.



## **User Orientation Outline for Videoconference Systems**

- \* Overview of System Components
- \* Turning the System On
- \* Placing and Receiving Calls
  - Types of calls this system can place and receive
  - Placing Calls
  - Calling from the Speed Dial List
  - Manual Dialing
  - Answering Calls
  - Using the Address Book
  - Adding a Site
  - Dialing from the Address Book
  - Deleting a Site
  - Ascend IMUX Calling Profiles (where applicable)
- \* Using Local Cameras
  - Selecting a Camera to Send
  - Positioning a Camera
- \* Using and Setting Presets
- \* Using Remote Cameras
  - Selecting a Camera to Send
  - Positioning a Camera
  - Using and Setting Presets
  - Restrictions on Remote Camera Control
- \* In Case of Difficulty
  - Use of Loop-backs and Test Numbers
  - How to Contact Wire One for Assistance
- \* Turning the System Off
- \* Initiate applicable Warranty/Maintenance Agreement, per order.
  - This will include providing the end user with Technical Assistance Center telephone number.
- \* Conduct a Quality Assurance review.



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\$1,000/per system/ network node
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<p>Product Line Section Heading - SoundStation Systems</p> <p>With the Polycom SoundPoint Pro, both parties can talk at the same time. Meetings run more smoothly. Productivity increases. The phones have an integrated headset amplifier, programmable speed dials, and an easy to use feature set.</p> <ul style="list-style-type: none"> <li>- Simultaneous, two-way (Full-duplex) conferencing performance</li> <li>- Caller ID with Caller ID on Call Waiting</li> <li>- 32-Character LCD display</li> <li>- 99-Number call history directory</li> <li>- Any-key dialing</li> <li>- Integrated headset amplifier, hanger, and controls</li> <li>- Programmable speed dials</li> </ul> <p>36 for SE-220</p> <p>99 for SE-225</p> <p>SoundPoint Pro SE-220 Desktop Conference Phone - Ideal for one-to-one conversations, this single-mic solution is ideal for small/home offices and small business conferencing environments.</p> <p>SoundPoint Pro SE-225 Professional Conference Phone - Optimized for the office. Keypad activated rear mic provides up to 360-degree</p>
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2200-06000-001	SoundPoint Pro 3-Line Desktop	\$299	15%
2200-06315-001	SoundPoint Pro SE-220 2-Line Desktop Conference Phone	\$199	15%
2200-06325-001	SoundPoint Pro SE-225 2-Line Professional Conference Phone	\$249	15%

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Product Family Subsection Legend - Accessories - SoundStation Systems

SoundStation (SS)
SoundStation EX (SX)
SoundStation Premier (SSP)
SoundStation Premier DEFINITY Direct (SSPD)
SoundStation Premier w/Mics (SSPM)
SoundStation Premier Satellite (SSPS)

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1310-04469-001	Headset Hanger (Also for SE-220 & SE-225)	\$3	9%
1310-04820-001	Headset by Plantronics - CHS142N (Also for SE-220 & SE-225)	\$69	9%
1310-04820-002	Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225)	\$79	9%

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1465-06590-002	Power Supply (for SE-220 & SE-225)	\$14	9%
2465-04934-001	Power Supply	\$16	9%

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2457-04499-002	Cable - Telephone Cable (blue)	\$7	9%
2457-04499-003	Cable - Telephone Cable (yellow)	\$7	9%
2457-04499-004	Cable - Telephone Cable (green)	\$7	9%
2457-04500-001	Cable - Console Cable	\$8	9%
2457-06223-001	Cable, Telco, 2 Conductor, Gray (SPRO 3.0) (for SE-220 & SE-225)	\$7	9%
2457-06224-001	Cable, Telco, 4 Conductor, Black (SPRO 3.0) (for SE-220 & SE-225)	\$7	9%

POLYCOM

2676-04524-001	Interface Module (LIM) - 3-Line	\$11	9%
2676-04524-002	Interface Module (LIM) - 2-Line	\$11	9%
2676-06225-002	Interface Mod, 2-Line, w/cord (Also for SE-220 & SE-225)	\$15	9%

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2676-04524-001	Interface Module (LIM) - 3-Line	\$11	9%
2676-04524-002	Interface Module (LIM) - 2-Line	\$11	9%
2676-06225-002	Interface Mod, 2-Line, w/cord (Also for SE-220 & SE-225)	\$15	9%

2676-04524-002	Interface Module (LIM) - 2-Line	\$11	9%
2676-06225-002	Interface Mod, 2-Line, w/cord (Also for SE-220 & SE-225)	\$15	9%

2676-06225-002	Interface Mod, 2-Line, w/cord (Also for SE-220 & SE-225)	\$15	9%
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POLYCOM				
POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
POLYCOM				
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POLYCOM	Product Line Section Legend - Voicestation 100 Systems			
POLYCOM	Why wait for a conference room? VoiceStation 100 delivers professional quality			
POLYCOM	conferencing to offices and other smaller meeting areas. VoiceStation 100 is			
POLYCOM	affordable for just about any office, and is ideal for meetings of up to 4 participants. With its proven Polycom voice technology and stylish new			
POLYCOM	VoiceStation 100 is the meet-any-time conference phone that will have everybody talking!			
POLYCOM	- Full-duplex performance			
POLYCOM	- 3 microphones/1 speaker			
POLYCOM	- Mute, flash, hold, redial			
POLYCOM	- Data port			
POLYCOM	- Wall mountable			
POLYCOM	- 33% smaller than SoundStation			

POLYCOM	2200-06846-001	VoiceStation 100 for North America	\$299	15%
POLYCOM				

POLYCOM				
POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
POLYCOM				
POLYCOM	1725-06866-001	Voice Station 100 User Guide: North America	\$5	9%
POLYCOM	1725-06866-101	Voice Station 100 User Guide: EMEA	\$5	9%
POLYCOM	2200-06856-001	VoiceStation 100 Wallmod: North America, Central America, South America, Mexico	\$99	9%

POLYCOM				
POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
POLYCOM				

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POLYCOM	Product Line Section Legend - SoundStation VTX 1000 Systems			
POLYCOM	No more huddling around the phone! No more having to repeat yourself! Polycom's			
POLYCOM	revolutionary SoundStation VTX 1000 is the world's first automatically adapting			
POLYCOM	conference phone for life-like sound in any sized conference room or Executive			
POLYCOM	office. It allows multiple people to have an efficient and productive conference			
POLYCOM	call free from having to lean into the phone or repeat oneself.			
POLYCOM	- Amazing room coverage: speak naturally from up to 20 feet from the microphone			
POLYCOM	- Wideband audio with Acoustic Clarity Technology: you'll think you're in the same room			
POLYCOM	- Software Upgradeability			
POLYCOM	- Maximum configuration flexibility			
POLYCOM	- Easy to install and use			
POLYCOM	Models are available with and without the extended microphones.			

POLYCOM	2200-07142-001	SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only.	\$1,799	45%
POLYCOM	2200-07500-001	SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer. - North America. To be sold by Professional Voice Solutions Certified Dealers only.	\$1,499	45%
POLYCOM	2200-07585-001	SoundStation VTX 1000 Bundle Twin Pak (EX Mics Not Included). To be sold by Professional Voice Solutions Certified Dealers only.	\$2,848	45%
POLYCOM	2200-07685-001	SoundStation VTX 1000 Bundle Twin Pak (EX Mics Included). To be sold by Professional Voice Solutions Certified Dealers only.	\$3,398	45%
POLYCOM	2230-90022-001	Bundle: Vortex EF2241 and SoundStation VTX 1000 (w/o EX microphones and subwoofer) North America. Only Qualified Registered Resellers may purchase Installed Voice products and systems.	\$5,295	28%
POLYCOM	2230-90023-001	Bundle: Vortex EF2280 and SoundStation VTX 1000 (w/o EX microphones and subwoofer) North America. Only Qualified Registered Resellers may purchase Installed Voice products and systems.	\$5,895	28%

POLYCOM				
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POLYCOM		Product Line Section Legend - SoundStation Premier Systems SoundStation Premier provides high-quality sound for medium sized conference rooms or Executive offices. Our full-duplex technology allows you to talk and listen at the same time, just as naturally as if you were in the same room. - Full-duplex performance - Echo cancellation delivers "handset quality" sound - Noise reduction and automatic gain control remove background noise - Integrated 16-character LCD display - Hypercardioid microphones perform up to 20db better than "speakerphones" SoundStation Premier (non-expandable) - Optimized for medium sized conference rooms. SoundStation Premier EX (expandable) - The same outstanding quality as the basic model, but includes microphone ports and remote SoundStation Premier EX with two EX microphones - Includes 2 external extension mics for improved meeting coverage		
POLYCOM	2200-01900-001	SoundStation Premier (w/ Expandability and IR Remote Keypad)	\$999	45%
POLYCOM	2200-03200-001	SoundStation Premier w/Two Extended Hypercardioid Microphones	\$1,299	45%
POLYCOM	2200-03400-001	SoundStation Premier w/Two Extended Hypercardioid Microphones & Wireless Microphone System	\$1,599	45%
POLYCOM	2200-05200-001	SoundStation Premier (Non-Expandable)	\$799	45%
POLYCOM	2200-05202-001	SoundStation Premier (Non-Expandable) 'Blue Slate'	\$799	45%
POLYCOM	2200-05203-001	SoundStation Premier (Non-Expandable) 'Sand Drift'	\$799	45%
POLYCOM				
POLYCOM				
POLYCOM	2200-02600-001	SoundStation Premier Satellite with 900 MHz Wireless Mic (*1)	\$999	45%
POLYCOM	2200-02601-001	SoundStation Premier Satellite Non-Wireless (*1)	\$699	45%
POLYCOM	2200-09000-001	Bundle 1: Satellite Without Wireless Capability and Premier (Non-Expandable)	\$1,399	45%
POLYCOM	2200-09100-001	Bundle 2: Satellite Without Wireless Capability and Premier EX With Two EX Mics	\$1,799	45%
POLYCOM	2200-09200-001	Bundle 3: Satellite WITH Wireless Mic & Premier EX with Two EX Mics	\$2,199	45%
POLYCOM	2200-09300-001	Bundle 4: Satellite WITH Wireless Mic, Two EX Mics & Premier EX with Two EX Mics	\$2,499	45%
POLYCOM	2200-09400-001	Bundle 5: Satellite without Wireless Capability with Two Hypercardioid Mics and Premier EX With Two Hypercardioid Mics	\$1,999	45%
POLYCOM				
POLYCOM		Product Line Subsection Footnote - SoundStation Premier & Satellite Systems *1 - REMINDER: Customer installing Premier Satellite with a previously installed Premier unit should be advised that the Satellite console replaces the Walmod or Unimod power supply. *2 - IMPORTANT: Premier Satellite is supported by software revision "C" or later - please confirm that the software is "Satellite Compatible" for previously installed Premier units.		
POLYCOM				
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POLYCOM				
POLYCOM		Product Line Section Legend & SoundStation Systems SoundStation's style and functionality are known throughout the world. That's because SoundStation conference phones make natural, full-duplex (two-way) conversations easy without 'clipping' or distortion. They are powered by Polycom's Acoustic Clarity Technology - our award-winning voice communications technology. - Echo cancellation and noise suppression adapt automatically to changing rooms and telephone lines - Mute buttons/dual color LED status lights - Three quality cardioid microphones - Full-duplex operation makes conversation natural and clear SoundStation (non-expandable) - Ideal for day-to-day group collaboration in ad-hoc meeting rooms, breakout rooms, and small-to-medium conference rooms. SoundStation EX (expandable) - Two expandable mic ports make the EX ready for improved meeting coverage. SoundStation EX with two EX microphones - Includes 2 external extension mics.		
POLYCOM	2200-00106-001	SoundStation	\$499	45%
POLYCOM	2200-00696-001	SoundStation EX w/Two Extended Mics	\$799	45%
POLYCOM	2200-00697-001	SoundStation EX w/Two Extended Mics & Wireless Mic System	\$1,099	45%
POLYCOM	2200-01423-001	SoundStation EX (expandable)	\$599	45%
POLYCOM	2705-00106-001	SoundStation Limited Edition (non-expandable) - Millennium Graphite	\$499	45%
POLYCOM	2705-00106-002	SoundStation Limited Edition (non-expandable) - Lunar Silver	\$499	45%



POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Family Legend - Accessories SoundStation Systems		
POLYCOM		SoundStation (SS)		
POLYCOM		SoundStation EX (SX)		
POLYCOM		SoundStation Premier (SSP)		
POLYCOM		SoundStation Premier 500D/550D (DEFINITY) (SSPD)		
POLYCOM		SoundStation Premier w/Mics (SSPM)		
POLYCOM		SoundStation Premier Satellite (SSPS)		
POLYCOM				
POLYCOM				
POLYCOM	1725-01172-001	User Guide, Eng/Frn/Spn - SS	\$5	9%
POLYCOM	1725-01173-001	User Guide, Eng/Fre/Spa/Jap - SX	\$3	9%
POLYCOM	1725-02947-001	Quick Install Card - SSP	\$2	9%
POLYCOM	1725-02974-001	User Guide, English Only - SSP	\$5	9%
POLYCOM	1725-03988-001	User Guide, Addendum English Only - SSPS	\$5	9%
POLYCOM	1725-06413-002	User Guide to DEFINITY Direct - SSPD	\$5	9%
POLYCOM				
POLYCOM				
POLYCOM	1676-00259-001	Soft Carrying Case - SS, SSP	\$99	9%
POLYCOM	2200-00501-001	Metal Carrying Case - SS, SX	\$189	9%
POLYCOM	2200-03153-001	Metal Carrying Case - SS, SSP	\$189	9%
POLYCOM				
POLYCOM				
POLYCOM	2200-03000-001	IR Remote Control - SSP	\$39	9%
POLYCOM				
POLYCOM				
POLYCOM	2200-01906-001	Video Interconnect - SS & SSP	\$119	9%
POLYCOM				
POLYCOM				
POLYCOM	2200-05100-001	Wall Module - SS, SX, SSP, SSPX - 110v Only	\$149	35%
POLYCOM				
POLYCOM				
POLYCOM	2200-00698-001	Extended Mic Pods (2) - SX	\$299	35%
POLYCOM	2200-00699-001	Wireless Microphone System, Frequency A = 171.905MHz - SS and SSP - ** See Footnote Below Regarding Frequency and Country Availability	\$399	9%
POLYCOM	2200-00699-002	Wireless Microphone System, Frequency F = 203.400MHz - SS and SSP - ** See Footnote Below Regarding Frequency and Country Availability	\$399	9%
POLYCOM	2200-02138-001	2 Ext. Hypercardioid Mics - SSP	\$399	40%
POLYCOM		Product Family Subsection Footnote -		
POLYCOM		** Available in the U.S. only -- frequencies may interfere with other public networks.		
POLYCOM		** Two frequencies are available to avoid interference if 2 units are used in adjoining rooms.		
POLYCOM				
POLYCOM				
POLYCOM	1520-03690-001	Battery Pack - SoundStation Premier Satellite Battery Pack - SSPS	\$35	9%
POLYCOM				
POLYCOM				
POLYCOM	2200-00675-001	Cable - Ext. Mic Cables, 6ft, round (2) - SX, SSP	\$29	9%
POLYCOM	2200-00675-002	Cable - Ext. Mic Cables, 10ft, round (2) - SX, SSP	\$29	9%
POLYCOM	2200-00675-003	Cable - Ext. Mic Cables, 25ft, round (2) - SX, SSP	\$29	9%
POLYCOM	2457-00449-001	Cable - RJ45 Satellite to Premier Console Cable; 25ft	\$29	9%



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POLYCOM	2215-06446-002	Cord Kit 500D/550D (Meridian) - SSPD	\$10	9%
POLYCOM				
POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Line Family Legend - Installed Voice Systems		
POLYCOM		IMPORTANT!		
POLYCOM		Only Qualified Registered Resellers may purchase Installed Voice products and systems.		
POLYCOM		Please contact Polycom to speak with an Installed Voice Systems Sales Representative for more information.		
POLYCOM		Vortex provides a custom audio solution for conference rooms, training facilities, distance learning rooms, courtrooms, and large auditoriums.		
POLYCOM		Vortex EF2280 - Mixes mics and other audio while canceling acoustic echoes and background noise.		
POLYCOM		Vortex EF2241 - A companion to the Vortex EF2280 or stand-alone solution for medium sized rooms.		
POLYCOM		Vortex EF2201 - Phone add for voice and video conferencing applications.		
POLYCOM		Vortex EF2211 - A stand-alone single channel acoustic echo canceller with telephony interface for small rooms and roll-about applications.		
POLYCOM		Vortex EF2210 - A stand-alone single channel acoustic echo canceller for small rooms and roll-about applications.		
POLYCOM				
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POLYCOM	2200-82201-001	Vortex EF2201 Phone Add - Includes power supply, user manual, software, Cat 5 cable 15' telco cable. Approved for North America	\$995	28%
POLYCOM	2200-82210-001	Vortex EF2210 Single-channel AEC / Noise canceller. - Includes power supply, user manual, software, Cat 5 cable. Approved for North America, Japan and Taiwan.	\$1,995	28%
POLYCOM	2200-82211-001	Vortex EF2211 Single-channel AEC with built-in phone add - Includes power supply, user manual, software, Cat 5 cable, 15' telco cable. Approved for North America.	\$2,695	28%
POLYCOM	2200-82241-001	Vortex EF2241 - Multi-channel AEC / Noise canceller w/Auto Mic Mixing, Matrix Mixer, and Telephony interface.- Includes power supply, user manual, software, Cat 5 cable, 15' telco cable. Approved for North America.	\$3,995	28%
POLYCOM	2200-82280-001	Vortex EF2280 - Multi-channel AEC / Noise canceller w/Auto Mic Mixing and Matrix Mixer.- Includes power supply, user manual, software, Cat 5 cable. Approved for North America, Japan and Taiwan.	\$4,615	28%
POLYCOM	2200-82282-001	Vortex EF2280-EF2201 Package System. - Includes EF2280, EF2201, power supplies, user manuals, software, two Cat 5 cables, 15' telco cable. Approved for North America.	\$5,610	28%
POLYCOM	2200-82283-001	Vortex EF2280-EF2241 Package System. - Includes EF2280, EF2241, power supplies, user manuals, software, two Cat 5 cables, 15' telco cable. Approved for North America.	\$8,360	28%
POLYCOM	2230-90022-001	Bundle: Vortex EF2241 and SoundStation VTX 1000 (w/o EX microphones and subwoofer) North America. Only Qualified Registered Resellers may purchase Installed Voice products and systems.	\$5,295	28%
POLYCOM	2230-90023-001	Bundle: Vortex EF2280 and SoundStation VTX 1000 (w/o EX microphones and subwoofer) North America. Only Qualified Registered Resellers may purchase Installed Voice products and systems.	\$5,895	28%
POLYCOM				
POLYCOM				
POLYCOM	1465-41366-001	Vortex EF200 & EF400 Power Supply	\$96	28%
POLYCOM	1465-80017-002	Vortex Power Supply. 100-250V; 40W,3 Output (5V @ 3A, 15V @ 1.6A, -15V @ 0.3A) 5PIN DIN. Used for Vortex models EF2280, 2241, 2211, 2210 and 2201. Does not include Country-specific power cord.	\$96	28%
POLYCOM	2200-80010-001	Vortex EF-IR10 Infra-Red Remote Control for EF2280, EF1210, EF600*, EF200 (*with EF600 volume on EF200 only)	\$269	28%
POLYCOM	2200-80099-001	Vortex EF-IR11 Infra-Red Remote Control for use with EF2280, EF2241, EF2201, 2211 and EF2210.	\$349	28%
POLYCOM	2215-80031-001	Vortex EF22xx Accessory Kit. Contains twelve (12) Phoenix-type terminal connectors for use with EF22xx models.	\$62	28%
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM				
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POLYCOM	4865-06505-001	Polycom Consulting -- Hourly Rate	\$250	9%
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM				
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POLYCOM				
POLYCOM	4870-00039-112	Premier per unit, SoundPoint,, 1 Year, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, SW updates&upgrades (prices for other than 1 Yr to be prorated accordingly) - LIST PRICE	\$20	3%
POLYCOM	4870-00039-118	Premier,Account Based, 20 to100 Phones per phone, SoundPoint, 1 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades (prices for other than 1 Yr to be prorated accordingly) LIST PRICE	\$16	3%

POLYCOM	4870-00039-120	Premier, Account Based, 101 to 500 Phones per phone, SoundPoint,, 1 Year, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, SW updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$15	3%
POLYCOM	4870-00039-122	Premier,Account Based, 500+ Phones per phone, SoundPoint,, 1 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades (prices for other than 1 Yr to be prorated accordingly) LIST PRICE	\$14	3%
POLYCOM	4870-00039-312	Premier, per unit, SoundPoint, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) - LIST PRICE	\$45	3%
POLYCOM	4870-00039-318	Premier, Account Based, 20 to 100 Phones per phone, SoundPoint,, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) - LIST PRICE	\$36	3%
POLYCOM	4870-00039-320	Premier, Account Based, 101 to 500 Phones per phone, SoundPoint,, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) - LIST PRICE	\$34	3%
POLYCOM	4870-00039-322	Premier, Account Based, 500+ Phones per phone, SoundPoint,, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) - LIST PRICE	\$32	3%
POLYCOM	4870-00039-512	Premier, per unit, SoundPoint,SoundPointIP, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$69	3%
POLYCOM	4870-00039-518	Premier, Account Based, 20 to 100 Phones per phone, SoundPoint,, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business HoursSW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$55	3%
POLYCOM	4870-00039-520	Premier, Account Based, 101 to 500 Phones per phone, SoundPoint, SoundPoint, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$52	3%
POLYCOM POLYCOM	4870-00039-522	Premier, Account Based, 500+ Phones per phone, SoundPoint,, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$49	3%

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POLYCOM	4870-00039-160	Partner Premier, per unit, SoundPoint,SoundPoint IP, 1Yr, Qualified Service Partners only, Parts shipped premium day of call, Tel Tech Support During Business Hours to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$10	3%
POLYCOM	4870-00039-168	Partner Premier, Acct Based,upto100 Phones/phone,SoundPt., Qualified Svc Partners Only, 1 Yr, Parts shipped premium day of call, TelTech Sppt During Bus.Hrs to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$9	3%
POLYCOM	4870-00039-170	PartnerPremier,Account Based,101-500Phones/phone,SoundPt., Qualified Svc Partners Only, 1 Yr, Parts shipped premium day of call, TelTech Sppt During Bus.Hrs to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$8	3%
POLYCOM	4870-00039-172	PartnerPremier,Acct Based,500+ hones/phone,SoundPt, Qualified Svc Partners Only, 1 Yr, Parts shipped premium day of call, TelTech Support During Bus.Hrs to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$7	3%
POLYCOM	4870-00039-360	Partner Premier, per unit, SoundPoint,SoundPoint , 3Yr, Qualified Svc Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hours to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly)	\$23	3%
POLYCOM	4870-00039-368	PartnerPremier,AcctBased,20-100 Phones/phone,SoundPoint,SoundPoint , 3Yr,Qualified Svc Partners only,Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel,SW updates&upgrades(prices for other than 3 yr to be prorated accordingly)	\$20	3%
POLYCOM	4870-00039-370	Partner Premier,Acct Based,101-500 Phones/phone,SoundPoint,SoundPoint,Qualified Svc Partners Only,3Yr,Parts shipped premium day of call,Tel Tech Sppt During Bus Hrs to Channel,SW updates&upgrades(prices for other than 3 yr to be prorated accordingly)	\$19	3%
POLYCOM	4870-00039-372	PartnerPremier,Acct Based/unit,500+ Phones/phone,SndPoint,,Qualified Svc Partners Only,3Yr,Parts shipped premium day of call,Tel Tech Support During Bus Hrs to Channel,SW updates&upgrades(prices for other than 3 yr to be prorated accordingly)	\$18	3%
POLYCOM	4870-00039-560	Partner Premier,per unit, SoundPoint,, 5Yr, Qualified Service Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hrs to Channel, SW updates&upgrades(prices for other than 5yr to be prorated accordingly)	\$35	3%
POLYCOM	4870-00039-568	PartnerPremier,Acct Based,20to100Phones per phone,SoundPoint,Qualified Svc Partners Only,5Yr,Parts shipped premium day of call,TelTech Support During Bus. Hrs to Channel,SW updates&upgrades(prices for other than 5yr to be prorated accordingly)	\$33	3%
POLYCOM	4870-00039-570	Partner Premier, Acct Based,101to500 Phones/phone, SoundPoint,,Qualified Svc Partners Only,5Yr,Parts shipped premium day of call,Tel Tech Support During Bus Hrs to Channel,SWupdates&upgrades(prices for other than 5yr to be prorated accordingly)	\$31	3%

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4870-00039-572	PartnerPremier, Account Based,500+ Phones/phone, SoundPoint,,Qualified Svc Partners Only,5Yr,Parts shipped premium day of call,Tel Tech Support During Bus Hrs to Channel,SWupdates&upgrades(prices for other than 5yr to be prorated accordingly)	\$29	3%
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PART NUMBER	Description	LIST PRICE	Disc
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Product Line Section Legend - Maintenance Services - Installed Voice

\* Refer to Services Policies Tab for service availability and price uplifts applicable in some countries

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4870-00030-112	Premier, 1 Year, Vortex EF2201, advance replacement parts shipped priority level same business day, telephone technical support during business hours, software Updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$90	3%
4870-00030-312	Premier, 3 Year, Vortex EF2201, advance replacement parts shipped priority level same business day, telephone technical support during business hours, software updates & upgrades LIST PRICE	\$245	3%
4870-00031-112	Premier, 1 Year, Vortex EF2210, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$165	3%
4870-00031-312	Premier, 3 Year, Vortex EF2210, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades LIST PRICE	\$445	3%
4870-00032-112	Premier, 1 Year, Vortex EF2211, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$165	3%
4870-00032-312	Premier, 3 Year, Vortex EF2211, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$445	3%
4870-00033-112	Premier, 1 Year, Vortex EF2241, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$305	3%
4870-00033-312	Premier, 3 Year, Vortex EF2241, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$825	3%
4870-00034-004	On-site Visit, Vortex Products, per incident on-site visit per day, travel and expenses are additional *	\$2,500 plus Travel & Expenses	3%
4870-00034-112	Premier, 1 Year, Vortex EF2280, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$305	3%
4870-00034-312	Premier, 3 Year, Vortex EF2280, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$825	3%
4870-00035-112	Premier, 1 Year, Vortex EF2280 & EF2201, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$390	3%
4870-00035-312	Premier, 3 Year, Vortex EF2280 & EF2201, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$1,050	3%
4870-00036-112	Premier, 1 Year, Vortex EF2280 & EF2241, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$590	3%
4870-00036-312	Premier, 3 Year, Vortex EF2280 & EF2241, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$1,590	3%

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4870-00030-160	Partner Premier, 1 Yr, Vortex EF2201, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$55	3%
4870-00030-360	Partner Premier, 3 Yr, Vortex EF2201, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$145	3%
4870-00031-160	Partner Premier, 3 Yr, Vortex EF2210, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$95	3%
4870-00031-360	Partner Premier, 3 Yr, Vortex EF2210, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$265	3%



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POLYCOM	4870-00042-360	PartnerPremier, per Unit,SoundStation VTX1000, 3 Yr, Qualified Service Partners Only, Parts shipped premium day of call, Teleph Techn Support During Business Hrs to Channel, Software Updates&Upgrades (prices other than 3 yr to be prorated accordingly)	\$125	3%
POLYCOM	4870-00042-374	PartnerPremier,Acct Based,SSVTX1000,3 Yr, Up To 100 Phones,Qualified Service Partners, Parts shipped premium day of call, Teleph Tech Support During Bus.Hrs to Channel, Software Updates&Upgrades(prices other than 3 yr to be prorated accordingly)	\$7,499	3%
POLYCOM POLYCOM	4870-00043-160	PartnerPremier,per 2 Unit twin pack,SoundStation VTX1000,1Yr,Qualified Service Partners Only,Parts shipped premium day of call,Teleph Tech Support During Business Hrs to Channel,Software Updates&Upgrades(prices other than 1 yr to be prorated accordingly)	\$90	3%

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POLYCOM	4870-00001-002	Installation, VSX7000, on-site installation of system and certain collaboration tools, LIST PRICE	\$995	3%
POLYCOM				
POLYCOM				
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POLYCOM	4870-00001-104	Standard, Annual Renewal 1 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$450	3%
POLYCOM	4870-00001-304	Standard, 3 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support during business hours, software updates & upgrades LIST PRICE	\$720	3%
POLYCOM				
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POLYCOM				
POLYCOM	4870-00001-100	Premier, 1st Yr Upgrade, VSX7000, advance replacement parts shipped priority level same business day, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$195	3%
POLYCOM	4870-00001-106	Premier, Annual Renewal 1 Yr, VSX7000, parts shipped priority level same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$650	3%
POLYCOM	4870-00001-306	Premier, 3 Yr, VSX7000, parts shipped priority level same business day, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$1,195	3%
POLYCOM				
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POLYCOM	4870-00001-102	Premier Plus, 1st Yr Upgrade, VSX7000, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$695	3%
POLYCOM	4870-00001-108	Premier Plus, Annual Renewal 1 Yr, VSX7000, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,150	3%
POLYCOM	4870-00001-308	Premier Plus, 3 Yr, VSX7000, next business day on-site labor & parts, telephone tech support during business hours, software updates & upgrades LIST PRICE*	\$2,395	3%
POLYCOM				
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POLYCOM	4870-00001-154	Partner Standard, Annual Renewal 1 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support to Partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$270	3%
POLYCOM	4870-00001-354	Partner Standard, 3 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support to Partner during business hours, software updates & upgrades	\$430	3%
POLYCOM				
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POLYCOM				
POLYCOM	4870-00001-150	Partner Premier, 1st Yr Upgrade, VSX7000, advance replacement parts shipped priority level same business day, telephone technical support to Partner during business hours (prices for terms other than 1 Yr to be prorated accordingly)	\$120	3%
POLYCOM	4870-00001-156	Partner Premier, Annual Renewal 1 Yr, VSX7000, advance replacement parts shipped priority level same business day, telephone tech support to Partner during bus hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$390	3%
POLYCOM	4870-00001-356	Partner Premier, Annual Renewal 3 Yr, VSX7000, advance replacement parts shipped priority level same business day, telephone tech support to Partner during bus hrs, software updates & upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$715	3%
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POLYCOM				
POLYCOM	Product Line Section Legend - ViewStation EX,FX,VS4000			
POLYCOM	ViewStation EX & FX offer robust mainstream set-top video performance that meets the toughest demands for corporate environments. The enhanced VS4000 is the integrator's choice for a rack-based codec that includes professional BNC video connectors and a compact form factor available with or without PowerCam.			
POLYCOM	Systems include:			
POLYCOM	1. Premium video quality from ITU-T H.264 at low bandwidths to ITU 60 fields at high bandwidths			
POLYCOM	2. Simultaneous display of high-resolution XGA content and high-quality video with People+Content			
POLYCOM	3. ITU standard AES security in mixed multipoint and point-to-point calls up to 2 Mbps			
POLYCOM	4. Enterprise features including SNMP support, remote room monitoring, API support for touch screens, & streaming			
POLYCOM	5. Integrated analog telephone support			
POLYCOM	6. Table-top microphone arrays (2 with ViewStation FX & VS4000; 1 with ViewStation EX)			
POLYCOM	7. Optional 2nd PTZ camera support (ViewStation FX & VS4000 only)			
POLYCOM				
POLYCOM				
POLYCOM	2200-20323-001	ViewStation FX (NTSC) with IP, MultiPoint Plus, English remote, North American power cord	\$14,999	55.00%
POLYCOM	2200-20700-001	ViewStation EX (NTSC) with IP, English remote, North American power cord.	\$6,499	27.50%
POLYCOM	2200-20800-001	ViewStation EX (NTSC) with IP, MultiPoint Plus, English remote, North American power cord.	\$9,498	27.50%
POLYCOM	2200-21350-001	VS4000 (2U x 10" deep) with IP, professional BNC connectors, MultiPoint Plus, English remote, North American power cord	\$14,999	55.00%
POLYCOM	2200-22323-001	VS4000 with IP, MultiPoint Plus, English remote, North American power cord	\$14,999	55.00%
POLYCOM	7200-21630-001	VS4000 (2U x 10" deep) and PowerCam (NTSC) with IP, professional BNC connectors, MultiPoint Plus, English remote, North American power cord.	\$16,499	55.00%
POLYCOM				
POLYCOM				
POLYCOM	2215-08970-001	ViewStation EX, FX or VS4000 Serial Module, includes cable to codec - must order serial cable separately.	\$1,999	55.00%
POLYCOM	2215-09180-001	ViewStation FX or VS4000 PRI Module with T-1/J-1 Interface, includes cables	\$3,999	55.00%
POLYCOM	2215-10646-001	ViewStation EX, FX or VS4000 Quad BRI Interface, includes cables (North America)	\$1,999	55.00%
POLYCOM	2457-21039-001	CABLE - RS530 and RS366 5' Serial Cable, HD-44M to 'Y' DB-25M / RS-366 DB-25M	\$189	9%
POLYCOM				
POLYCOM				
POLYCOM	2200-10500-001	VisualConcert FX for ViewStation EX, FX, VS4000 (North American power cord)	\$1,499	12. 50%
POLYCOM	2200-20900-001	ViewStation EX MultiPoint Plus software option key	\$2,999	23.50%
POLYCOM	5150-21621-001	EX, FX, VS4000 Embedded Encryption (AES) Software License Key	\$999	12 .5%
POLYCOM	5150-21622-001	EX, FX, VS4000 H.264 Software License Key	\$499	54.50%
POLYCOM				
POLYCOM				
POLYCOM	2200-20960-001	PowerCam (NTSC) as main camera for VS4000 (PN 2200-21350-xxx only), 10ft cable	\$1,499	12. 5%
POLYCOM	2200-20960-002	PowerCam (PAL) as main camera for VS4000 (for PN 2200-21350-xxx only), 10ft cable	\$1,499	9%
POLYCOM	8200-51095-001	PowerCam (NTSC) as auxiliary camera for VS4000, 50ft cable	\$1,499	9%
POLYCOM	8200-51097-001	PowerCam (NTSC) as auxiliary camera for ViewStation FX, 50ft cable.	\$1,499	9%
POLYCOM				
POLYCOM				
POLYCOM	1674-20959-001	Rubber bumper accessory for TV sets with sloped backs (must order 2 for each system)	\$5	9%
POLYCOM	2200-08681-001	Microphone Accessory Kit - contains one mic pod, 10ft cable, and instructions, black	\$499	54.50%
POLYCOM	2200-10433-001	Wide Angle Conversion Lens. Fits only Sony EVI D-30 (NTSC) and EVI D-31 (PAL)	\$89	9%
POLYCOM	2201-08002-001	Basic Infrared Remote Control - English	\$99	54.50%
POLYCOM	2201-08002-116	Basic Infrared Remote Control - German	\$99	54.50%
POLYCOM	2201-08002-117	Basic Infrared Remote Control - French	\$99	54.50%
POLYCOM	2201-10076-001	Infrared Receiver for VS4000	\$60	9%
POLYCOM	2676-08404-001	Carrying Case, Hard Shell	\$499	9%
POLYCOM	2710-10354-001	BOX - Base Unit ViewStation Shipping Box w/Foam Spacers.	\$19	9%
POLYCOM				
POLYCOM				
POLYCOM	1465-20845-001	POWER SUPPLY - Power Supply for ViewStation EX and FX	\$99	9%
POLYCOM	2215-08585-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd ext audio source.	\$199	9%
POLYCOM	2457-08339-001	CABLE - POTS (telephone add-in) cable, pink connector, 12'	\$19	9%
POLYCOM	2457-08340-001	CABLE - Mic Pod cable with brown connector, 30'	\$19	9%
POLYCOM	2457-08342-001	CABLE - PC LAN cable: RJ-45 to RJ-45, blue connector, 25'	\$19	9%
POLYCOM	2457-08343-001	CABLE - LAN wall jack cable: RJ-45 to RJ-45, orange connector, 12'	\$19	9%
POLYCOM	2457-08409-001	CABLE - S-Video cable, yellow connector, 25'	\$59	9%

POLYCOM	2457-08410-001	CABLE - S-Video cable, yellow connector, 8'	\$39	9%
POLYCOM	2457-08411-001	CABLE - Triple RCA with S-Video cable, 6'	\$39	9%
POLYCOM	2457-08412-001	CABLE - Triple RCA-RCA, RD, WHT, YLW, 8'	\$39	9%
POLYCOM	2457-09153-001	CABLE - RJ-45 keyed peripheral link cable for EX/FX/VS4000, light blue, 20'	\$25	9%
POLYCOM	2457-09154-001	CABLE - Keyed RJ-45 to standard RJ-45 cable peripheral link for connecting EX/FX/VS4000 to ViewStation H.323 network modules, light blue to green connectors, 20'	\$25	9%
POLYCOM	2457-09155-001	CABLE - ViewStation FX 4th Monitor Breakout Cable 12"	\$15	9%
POLYCOM	2457-09167-001	CABLE - 50' S-Video and Control Cable for Sony D30/D31 PTZ on FX	\$29	9%
POLYCOM	2457-10029-001	CABLE - 50' S-Video and Control Cable for Sony D30/D31 PTZ on VS4000	\$29	9%
POLYCOM	2457-10368-001	CABLE - 100' S-Video and Control Cable for Sony D30/D31 PTZ on FX	\$59	9%
POLYCOM	2457-10607-001	CABLE - Early V.35 Cable Adapter, HD-44M to DB-25F, ViewStation EX, FX and VS4000, 12"	\$99	9%
POLYCOM	2457-10621-001	CABLE - Mic Pod cable to VisualConcert FX, 6'	\$9	9%
POLYCOM	2457-10687-001	CABLE, SECURITY - Keyed Alike (master key)	\$109	9%
POLYCOM	2457-10688-001	CABLE, SECURITY - Keyed Differently	\$99	9%
POLYCOM	2457-10757-001	CABLE - VisualConcert FX to Laptop (VGA, LAN, audio cable), 4'	\$19	9%
POLYCOM	2457-20940-001	CABLE - VisualConcert FX to ViewStation FX, EX or VS4000, 30'	\$29	9%
POLYCOM	2457-20940-050	CABLE - VisualConcert FX to ViewStation FX, EX, or VS4000, 50'	\$49	9%
POLYCOM	2457-21489-001	CABLE - Male S-Video to Y/C BNC, 6'	\$39	9%
POLYCOM	2457-21490-001	CABLE Adaptor - Female S-Video to Y/C BNC, 1'	\$39	9%
POLYCOM	2457-80100-003	Vortex Integration Cable - RCA to mini-phoenix, white, 12'	\$19	9%
POLYCOM	2457-80100-004	Vortex Integration Cable - RCA to mini-phoenix, black, 12'	\$19	9%

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POLYCOM				
POLYCOM				
POLYCOM		Product Line Section Legend - ViewStation SP,H.323,MP,DCP		
POLYCOM		ViewStation Classic systems offer basic video conference functionality.		

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POLYCOM	2200-21500-001	V500 Set top-IP ONLY	\$1,999	28%
POLYCOM	2200-21501-001	V500 Set top-IP AND ISDN	\$2,999	28%
POLYCOM	2200-08001-001	ViewStation 128 (NTSC) with IP, single BRI, English remote, North American power cord.	\$5,999	DISCONTINUED
POLYCOM	2200-08527-001	ViewStation SP 128 (NTSC) with IP, single BRI, English remote, North American power cord	\$3,999	24.50%
POLYCOM	2200-08666-001	ViewStation MP (NTSC) with IP, Quad BRI, English remote, North American power cord	\$11,999	54.50%
POLYCOM	2200-08700-001	ViewStation SP 384 (NTSC) with IP, triple BRI, English remote, North American power cord	\$5,999	24.50%
POLYCOM	2200-11323-001	ViewStation H.323 (NTSC) with IP, English remote, North American power cord	\$6,999	DISCONTINUED
POLYCOM	2305-09005-001	ViewStation MP (NTSC) with IP, DCP, English remote, North American power cord	\$11,999	54.50%

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POLYCOM	2215-09011-001	ViewStation H.323 Quad BRI Module	\$1,999	54.50%
POLYCOM	2215-09013-001	ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade)	\$2,999	54.50%
POLYCOM	2215-09016-001	ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade)	\$999	54.50%
POLYCOM	2457-08531-001	CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M	\$189	9%

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POLYCOM	2200-08668-001	ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately	\$4,999	54.50%
POLYCOM	2200-10440-001	Headset Kit for ViaVideo and ViewStation SP	\$99	9%

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POLYCOM	1465-20840-001	POWER SUPPLY - ViewStation SP	\$99	9%
POLYCOM	1465-20856-001	POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP	\$99	9%
POLYCOM	1517-08822-002	ADAPTER, YELLOW - S-Video to RCA, Yellow Adapter	\$10	9%
POLYCOM	1517-08826-001	ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle	\$19	9%
POLYCOM	2215-08586-001	CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green connector.	\$89	9%
POLYCOM	2215-08631-001	Cable Pack - ISDN Cables - includes (4) RJ-45 to RJ-45 cables with clear connectors, 20'	\$69	9%
POLYCOM	2457-08341-001	CABLE - Standard RJ-45 cable for VS SP, VS 128, VS MP, DCP, green connector, 20'.	\$19	9%

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POLYCOM	3851-04945-001	Help Desk, 5x9 weekdays during normal business day - LIST PRICE	\$500	3%
POLYCOM	3851-04945-002	Help Desk, ViewStations, 1 Year, Telephone Technical Support During Business Hours, Service Reseller	\$450	3%

POLYCOM	4862-08957-001	ViewStation, Remote Installation (excludes VS4000), by Telephone Support - LIST PRICE	\$799	3%
POLYCOM	4862-08957-002	Remote Install, ViewStations, excludes VS4000, by telephone support during business hours - Reseller	\$719	3%
POLYCOM	4865-06505-001	Polycom Consulting -- Hourly Rate	\$250	9%
POLYCOM	4865-06680-001	Certification for Pre-Service Contract Inspection - LIST PRICE	\$499	3%
POLYCOM	4865-06680-002	Pre-Contract Inspection Fee for Video products - Reseller	\$449	3%
POLYCOM	4865-06795-001	Miscellaneous Service	Per Instance	3%
POLYCOM	ETS5-12-VS-P	Extended Telephone Support, ViewStations, 5 Days, Monday-Friday by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$500	3%
POLYCOM	ETS7-12-VS-P	Extended Telephone Support, ViewStation, 7 Days, Monday-Sunday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$700	3%
POLYCOM	RETS5-12-VS-P	Extended Telephone Support, ViewStations, 5 Days, Monday-Friday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$450	3%
POLYCOM	RETS7-12-VS-P	Extended Telephone Support, ViewStation, 7 Days, Monday-Sunday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$630	3%

## Product Family Footnote - ViewStation Miscellaneous Maintenance Services

GLOBAL Reach - Polycom's GLOBAL Reach is a new initiative which allows Channel partners to place PO's for product and service, for world wide deployment, using Polycom's service & distribution capabilities.

See GLOBAL Reach tab in this Price List for more information, and how to place a GLOBAL Reach order.

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POLYCOM	2457-08670-001	CABLE - Mic Pod cable with brown connector, 10'	\$9 9%

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POLYCOM	4870-00047-004	Installation, ViewStation FX, 4000, On-site Installation of System and certain Collaboration Tools, LIST PRICE*	\$1,500	3%
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POLYCOM	4870-00047-112	Premier 1 Year, ViewStation FX, 4000, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE	\$1,095	3%
POLYCOM	4870-00047-312	Premier 3 Year, ViewStation FX, 4000, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE	\$2,630	3%

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POLYCOM			
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POLYCOM			
	4870-00048-161	Partner Premier In Warranty, 1 Yr, ViewStation EX, 323, MP, 512, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, SW Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$125      3%
POLYCOM	4870-00048-162	Partner Premier Out of Warranty, 1 Yr, ViewStation EX, 323, MP, 512, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, SW Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$250      3%
POLYCOM	4870-00048-362	Partner Premier 3 Year, ViewStation EX, 323, MP, 512, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)	\$355      3%
POLYCOM			
POLYCOM			
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POLYCOM			
	4870-00048-164	Partner Premier Plus, 1 Year, ViewStation EX, 323, MP, 512, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$1,045      3%
POLYCOM	4870-00048-165	Partner Premier Plus 2 Day, 1 Year, ViewStation EX, 323, MP, 512, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)*	\$876      3%
POLYCOM	4870-00048-364	Partner Premier Plus, 3 Year, ViewStation EX, 323, MP, 512, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)*	\$2,345      3%
POLYCOM			
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POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u> <u>Disc</u>
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	4870-00049-004	Installation, ViewStation P128, SP384, 128, On-site Installation of System and certain Collaboration Tools, LIST PRICE*	\$995      3%
POLYCOM			
POLYCOM			
POLYCOM			
	4870-00049-112	Premier 1 Year, ViewStation SP128, SP384, 128, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE	\$500      3%
POLYCOM	4870-00049-312	Premier 3 Year, ViewStation SP128, SP384, 128, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE	\$1,200      3%
POLYCOM			
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POLYCOM			
	4870-00049-114	Premier Plus, 1 Year, ViewStation SP128, SP384, 128, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$750      3%
POLYCOM	4870-00049-115	Premier Plus 2 Day, 1 Year, ViewStation SP128, SP384, 128, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$600      3%
POLYCOM	4870-00049-314	Premier Plus, 3 Year, ViewStation SP128, SP384, 128, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) LIST PRICE*	\$1,795      3%
POLYCOM			
POLYCOM			
POLYCOM			
POLYCOM			
	4870-00049-161	Partner Premier In Warranty, 1 Yr, ViewStation SP128, SP384, 128, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, SW Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$85      3%
POLYCOM	4870-00049-162	Partner Premier Out of Warranty, 1 Yr, ViewStation SP128, SP384, 128, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, SW Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$170      3%
POLYCOM			

POLYCOM	4870-00049-362	Partner Premier 3 Year, ViewStation SP128, SP384, 128, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)	\$245	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00049-164	Partner Premier Plus, 1 Year, ViewStation SP128, SP384, 128, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$565	3%
POLYCOM	4870-00049-165	Partner Premier Plus 2 Day, 1 Year, ViewStation SP128, SP384, 128, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$452	3%
POLYCOM	4870-00049-364	Partner Premier Plus, 3 Year, ViewStation SP128, SP384, 128, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)*	\$1,270	3%
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POLYCOM	4870-00038-004	Installation, ViewStation Executive Collection, Single 50 in. Plasma Monitor System - LIST PRICE*	\$1,995	3%
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POLYCOM	4870-00038-312	Premier 3 Years, ViewStation Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$5,820	3%
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POLYCOM	4870-00038-112	Premier 1 Year, ViewStation Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$2,425	3%
POLYCOM	4870-00038-114	Premier Plus, 1 Year, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$4,410	3%
POLYCOM	4870-00038-115	Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$2,530	3%
POLYCOM	4870-00038-314	Premier Plus, 3 Years, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE*	\$10,585	3%
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POLYCOM	4870-00038-164	Partner Premier Plus, 1 Yr, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,310	3%	
POLYCOM	4870-00038-165	Partner Premier Plus 2 Day, 1 Yr, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts&Labor, Telephone Tech Support During Business Hrs, SW Updates& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$1,895	3%	
POLYCOM	4870-00038-364	Partner Premier Plus, 3 Yr, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) *	\$7,410	3%	
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POLYCOM	4870-00038-161	Partner Premier In Warranty 1Yr, ViewStation Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,100	3%	
POLYCOM	4870-00038-162	Partner Premier Out ofWarranty 1Yr, ViewStation Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$2,200	3%	
POLYCOM	4870-00038-362	Partner Premier 3Yr, ViewStation Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$4,950	3%	
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
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POLYCOM	4870-00050-004	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE*	\$2,395	3%	
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POLYCOM	4870-00050-112	Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$2,920	3%	
POLYCOM	4870-00050-312	Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$7,010	3%	
POLYCOM					
POLYCOM					
POLYCOM	4870-00050-114	Premier Plus, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$5,310	3%	
POLYCOM	4870-00050-115	Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$4,250	3%	
POLYCOM	4870-00050-314	Premier Plus, 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE*	\$12,745	3%	

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POLYCOM	4870-00050-161	Partner Premier In Warranty 1Yr, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,325	3%
POLYCOM	4870-00050-162	Partner Premier Out ofWarranty 1Yr, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$2,650	3%
POLYCOM	4870-00050-362	Partner Premier 3Yr, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$5,965	3%
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POLYCOM	4870-00050-164	Partner Premier Plus, 1 Yr, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,980	3%
POLYCOM	4870-00050-165	Partner Premier Plus 2 Day, 1 Yr, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,190	3%
POLYCOM	4870-00050-364	Partner Premier Plus, 3 Yr, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) *	\$8,920	3%
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POLYCOM	4870-00051-004	Installation, ViewStation Executive Collection, Dual 61 in. Plasma Monitor System - LIST PRICE*	\$2,395	3%
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POLYCOM	4870-00051-112	Premier 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$3,910	3%
POLYCOM	4870-00051-312	Premier 3 Years, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$9,385	3%
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POLYCOM	4870-00051-114	Premier Plus, 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$7,110	3%
POLYCOM	4870-00051-115	Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$5,690	3%
POLYCOM	4870-00051-314	Premier Plus, 3 Years, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE*	\$17,065	3%
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	4870-00051-164	Partner Premier Plus, 1 Yr, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$5,335	3%
POLYCOM				
	4870-00051-165	Partner Premier Plus 2 Day, 1 Yr, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts&Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$4,265	3%
POLYCOM				
	4870-00051-364	Partner Premier Plus, 3 Yr, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) *	\$11,945	3%
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	4870-00051-161	Partner Premier In Warranty 1Yr, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,775	3%
POLYCOM				
	4870-00051-162	Partner Premier Out ofWarranty 1Yr, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$3,550	3%
POLYCOM				
	4870-00051-362	Partner Premier 3Yr, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$7,990	3%
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POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
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	7200-52191-001	iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with IP interface as described in 2200-50610-001. Includes dual integrated speakers, subwoofer. DOES include English language components.	\$23,499	32%
POLYCOM				
	7200-52191-002	iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with QBRI interface as described in 2200-50609-001.Includes dual integrated speakers, subwoofer. DOES include English language components.	\$25,499	32%
POLYCOM				
	7200-52191-003	iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components.	\$25,499	32%
POLYCOM				
	7200-52192-001	iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$26,799	32%
POLYCOM				
	7200-52192-002	iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$28,799	32%
POLYCOM				
	7200-52192-003	iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$28,799	32%
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	2200-50609-001	iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$19,999	32%
POLYCOM				
	2200-50610-001	iPower 9800: chassis - IP interface, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$17,999	32%
POLYCOM				
	2200-50611-001	iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$19,999	32%
POLYCOM				
	2200-50617-001	iPower 9800 w/ dual 32 in. monitors/carts, incl: iPower 9800 w/ QBRI interface as described in 2200-50609-001, dual Premier cart w/ Bose speaker, XGA 32 in. monitor, NTSC/PAL 32 in. monitor. DOES include English language components-no LK is necessary.	\$28,999	32%
POLYCOM				
	2200-50618-001	iPower 9800 w/ dual 32 in. monitors and carts, incl: iPower 9800 w/ IP interface as described in 2200-50610-001, dual Premier cart w/ Bose speaker, XGA 32 in. monitor, NTSC/PAL 32 in. monitor. DOES include English language components-no LK is necessary.	\$26,999	32%
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POLYCOM	2200-50619-001	iPower 9800 w/ dual 32 in. monitors and carts, includes: iPower 9800 w/ V.35 as described in 2200-50611, dual Premier cart w/ Bose speaker, XGA 32 in. monitor, NTSC/PAL 32 in. monitor. DOES include English language components - no LK is necessary.	\$28,999	32%
POLYCOM	2200-50626-001	iPower 9000 Series Language Kit, with US-English keyboard and remote, and North American power cables. To be ordered with iPower 9000 Series only.	\$0	0%
POLYCOM	2200-50679-001	3000iPower Ready systems, IP , English	\$18,099	32%
POLYCOM	2200-50680-001	3000iPower Ready systems, QUADBRI , English	\$20,099	32%
POLYCOM	2200-50681-001	3000iPower Ready systems, V.35 , English	\$20,099	32%
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POLYCOM	7200-52201-001	iPower 9400 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display, with IP interface as described in 2200-50730-001. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$20,999	32%
POLYCOM	7200-52201-002	iPower 9400 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with QBRI interface as described in 2200-50733-001. Includes dual integrated speakers, subwoofer. DOES include English language components.	\$22,999	32%
POLYCOM	7200-52201-003	iPower 9400 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50736-001. Includes dual integrated speakers, subwoofer. DOES include English language components.	\$22,999	32%
POLYCOM	7200-52202-001	iPower 9400 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50730-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$24,299	32%
POLYCOM	7200-52202-002	iPower 9400 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50733-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$26,299	32%
POLYCOM	7200-52202-003	iPower 9400 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50736-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$26,299	32%
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POLYCOM	2200-50730-001	iPower 9400: chassis - IP interface, iPower 70 NTSC camera, PowerMic, new keyboard and remote. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$15,499	32%
POLYCOM	2200-50733-001	iPower 9400: chassis - QUAD interface, iPower 70 NTSC camera, PowerMic, new keyboard and remote. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$17,499	32%
POLYCOM	2200-50736-001	iPower 9400: chassis - V.35 interface, iPower 70 NTSC camera, PowerMic, new keyboard and remote. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$17,499	32%
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POLYCOM	2200-50623-001	iPower 9000 Codec, includes: iPower 9000 2U rackmountable codec with QBRI interface, rackmount kit, VISCA camera control cable with IR pins, new keyboard and remote, IR receiver. DOES include English language components - no LK is necessary.	\$15,999	32%
POLYCOM	2200-50624-001	iPower 9000 Codec, includes: iPower 9000 2U rackmountable codec with IP interface, rackmount kit, VISCA camera control cable with IR pins, new keyboard and remote, IR receiver. DOES include English language components - no LK is necessary.	\$13,999	32%
POLYCOM	2200-50625-001	iPower 9000 Codec, includes: iPower 9000 2U rackmountable codec with V.35, rackmount kit, VISCA camera control cable with IR pins, new keyboard and remote, IR receiver. DOES include English language components - no LK is necessary.	\$15,999	32%
POLYCOM	2200-50626-001	iPower 9000 Series Language Kit, with US-English keyboard and remote, and North American power cables. To be ordered with iPower 9000 Series only.	\$0	3%
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POLYCOM	2200-50810-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, single 50 in. Plasma and floor stand, for connection to IP networks only	\$49,999	22%
POLYCOM	2200-50811-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas and floor stand, for connection to IP networks only	\$57,999	22%
POLYCOM	2200-50812-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza, for connection to IP networks only	\$57,999	22%
POLYCOM	2200-50813-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, for connection to IP networks only	\$77,999	22%
POLYCOM	2200-50814-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, single 50 in. Plasma and floor stand, for connection to QBRI and IP networks	\$51,999	22%
POLYCOM	2200-50815-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, dual 50 in. Plasmas and floor stand, for connection to QUAD BRI and IP networks	\$59,999	22%

POLYCOM	2200-50816-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza, for connection to QUAD BRI and IP networks	\$59,999	22%
POLYCOM	2200-50817-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, for connection to Quad and IP networks	\$79,999	22%
POLYCOM	2200-50818-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, single 50 in. Plasma and floor Stand, V35/RS449 network connections	\$51,999	22%
POLYCOM	2200-50819-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, dual 50 in. Plasma and floor stand, V.35/RS449 network connections	\$59,999	22%
POLYCOM	2200-50820-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza, V.35/RS449 network connections	\$59,999	22%
POLYCOM	2200-50821-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, V.35/RS449 network connections	\$79,999	22%
POLYCOM	2583-50927-001	Executive Collection optional credenza to be added to EC floor or wall system (as second credenza with wall system) to support additional equipment needs. Furniture only - does not include a codec, sound system or other electronics.	\$6,999	9%

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POLYCOM	8200-50647-001	PowerMic, with cable for connecting directly to iPower 9000, 900, 600 Series or Executive. Includes 25ft/7.5m cable. Also compatible with PictureTel Concorde, S4000EX/ZX, Venue.	\$799	9%
POLYCOM	8200-50648-001	Extension PowerMic, with cable for daisy-chaining to another PowerMic. Includes 25ft/7.5m and 10ft/3m cables. Also compatible with PictureTel Concorde, S4000EX/ZX, Venue.	\$799	9%
POLYCOM	CBL-MIC-EXT-10	PowerMic daisy chain cable, 10ft/3m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$100	3%
POLYCOM	CBL-MIC-EXT-25	PowerMic daisy chain cable, 25ft/7.5m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$100	3%
POLYCOM	CP-0666	PowerMic cable, 50ft/15m. Allows connection of PowerMic to videoconferencing system.	\$190	3%
POLYCOM	CP-0692	PowerMic cable, 100ft/30m. Allows connection of PowerMic to videoconferencing system.	\$260	3%
POLYCOM	CP-0848	PowerMic daisy chain cable, 50ft/15m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$180	3%
POLYCOM	CP-1041	PowerMic daisy chain cable, 100ft/30m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$240	3%
POLYCOM	CP-1270	PowerMic cable, 150ft/45m. Allows connection of PowerMic to videoconferencing system.	\$325	3%

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POLYCOM	8200-50649-001	ImageShare II device for iPower 9000 Series, iPower 600 or iPower Executive. Includes 25ft/7.5m cable to system.	\$799	9%
POLYCOM	CBL-IMAGESHARE-50	50ft/15m cable ImageShare device-to-system connection. For iPower 900 Series only.	\$250	9%
POLYCOM	IMAGESHARE	ImageShare device for iPower 900 Series only. Includes 25ft/7.5m cable to system	\$2,000	32%

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POLYCOM	2200-51000-001	50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower 9000 Series	\$99	9%
POLYCOM	7230-21703-001	Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$300	9%
POLYCOM	7230-21704-001	Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$500	9%
POLYCOM	7230-21705-001	Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$780	9%
POLYCOM	7230-21706-001	Camera cable for PowerCam, 200ft/60m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$960	9%
POLYCOM	7230-50880-001	Camera cable for PowerCam Plus, 30ft/9m. For iPower 9000 Series.	\$325	9%
POLYCOM	7230-50881-001	Camera cable for PowerCam Plus, 50ft/15m. For iPower 9000 Series	\$425	9%
POLYCOM	7230-50882-001	Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$550	9%
POLYCOM	8200-21387-001	PowerCam as auxiliary camera for iPower 9000 Series. Includes PowerCam NTSC and accessories including 50ft cables for iPower 9000.	\$1,499	9%
POLYCOM	8200-50644-001	Adapter cable for connecting iPower 70 camera as auxiliary camera to iPower 9000 Series	\$49	9%
POLYCOM	8200-50645-001	PowerCam Plus camera for iPower 9000 Series, NTSC video system. Includes 10ft/3m cable to system.	\$2,999	9%
POLYCOM	CABLE-RPC50	Camera cable for iPower 70 or 80 cameras, 50ft/15m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Power supply may be required on some systems.	\$300	9%

POLYCOM	CP-0885	Camera cable for iPower 70 or 80 cameras, 150ft/45m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$700	3%
POLYCOM	CP-0886	Camera cable for iPower 70 or 80 cameras, 100ft/30m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$550	3%
POLYCOM	CP-1268	Camera cable for iPower 70 or 80 cameras, 200ft/60m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$850	3%
POLYCOM	CP-1450	Camera cable for iPower 70 or 80 cameras, 25ft/7.5m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Power supply may be required on some systems.	\$175	3%
POLYCOM	RPC-PSU	Power Supply for PowerCam, PowerCam Plus. Used when required by cable length. Also compatible with iPower 70 and iPower 80 camera models.	\$125	3%
POLYCOM	TPD	Tripod for remote PTZ cameras.	\$500	9%
POLYCOM				
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POLYCOM	2200-51002-001	IR receiver for new wireless keyboard and remote (US English only)	\$49	9%
POLYCOM	2200-51004-001	New Wireless keyboard (English). For iPower 900, 600 and Executive, requires v5.0 and new IR receiver	\$399	9%
POLYCOM	2200-51013-001	New Wireless keyboard and handheld remote control including IR receiver (English). For iPower 900, 600 and Executive, requires v5.0	\$499	9%
POLYCOM	2200-51022-001	New Wireless handheld remote control (English). For iPower 900, 600 and Executive, requires v5.0 and new IR receiver	\$149	9%
POLYCOM	LAMB-E	Look-at-Me-Button (English) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
POLYCOM	LAMB-F	Look-at-Me-Button (French) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
POLYCOM	LAMB-G	Look-at-Me-Button (German) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
POLYCOM	LAMB-I	Look-at-Me-Button (Italian) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
POLYCOM	LAMB-J	Look-at-Me-Button (Japanese) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
POLYCOM	LAMB-P	Look-at-Me-Button (Portuguese) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
POLYCOM	LAMB-S	Look-at-Me-Button (Spanish) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
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POLYCOM	8200-50642-001	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears.	\$99	9%
POLYCOM	8200-50643-001	Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector)	\$99	9%
POLYCOM	CABLE-YC10	10 ft. Standard S-Video Cable (4 Pin to 4 Pin).	\$60	3%
POLYCOM	CBL-KIT-VCR	Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA).	\$60	9%
POLYCOM	CBL-LINEAUDIO	Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems.	\$30	9%
POLYCOM	CBL-PEOPLE-RCA	Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m.	\$25	9%
POLYCOM	CBL-VID-RCA	Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01).	\$60	9%
POLYCOM	CBL-VID-YC	Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01).	\$60	9%
POLYCOM	PWR-ADAPTER-A	Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart.	\$25	9%
POLYCOM	PWR-CBL-A	Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela.	\$25	9%
POLYCOM				
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POLYCOM	2200-50847-001	Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and software, English language only.	\$1,899	9%
POLYCOM	2200-50849-001	Spare replacement pen for Wireless Tablet for iPower systems, for US and Europe.	\$299	9%
POLYCOM				
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POLYCOM	THINDISPLAYADAPTOR	Thin Display Adaptor for iPower 600 Series. Allows system camera/mic module to be detached from main unit, up to 16ft/5m distance.	\$750	9%
POLYCOM	WSPEAKER	Videoconference-optimized powered Bose stand-alone speaker. Includes PWR-CBL-A and line-level audio cable. Some countries may require appropriate power cable.	\$1,000	9%



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POLYCOM	2200-21450-001	Polycorn Interactive Voice & Touch Control software for iPower systems 5.3 or higher. Allows users to control iPower system with voice commands and control camera with pointing device. English language support only.	\$1,999	9%
POLYCOM	2200-51030-001	Version 5.0 Software Upgrade - For iPower 600, 900, 9000 running v3.x and above.	\$35	3%
POLYCOM	2200-51031-001	Version 5.0 Software Upgrade. For iPower 900 systems running v2.x or lower. Includes Windows 2000 upgrade license	\$125	3%
POLYCOM	2200-51032-001	Version 5.0 Software Upgrade. For iPower 900 systems running v3.x or higher - Re-image CD set	\$35	3%
POLYCOM	2200-51033-001	Version 5.0 Software Upgrade. For iPower 9000 systems - Re-image CD set	\$35	3%
POLYCOM	2200-51034-001	Digital Conference Recording software option for iPower systems. Enables system to record meeting people and content to a designated computer folder. For any iPower system running v5.0 or higher.	\$2,499	39%
POLYCOM	3200-50651-001	Internal 4-site multipoint option for iPower systems. Enables system to call up to 3 video sites at 768 kbps each on H.323/IP. For iPower 600, 900, 9000 running v3.1 and above.	\$2,999	39%
POLYCOM	3200-50652-001	Internal 12-site multipoint option for iPower systems. Enables system to call up to 11 video sites at 768 kbps each on H.323/IP. For iPower 9000 Series, or iPower 600 and 900 running v5.0 and above.	\$6,999	39%
POLYCOM	IPOWER-MTA	Meeting Tool Assistant feature for iPower systems. Allows user interface controls of select models of document camera, VCR, and projector. Controls are RS-232-based and may require additional hardware and/or cables.	\$1,499	39%
POLYCOM	P600-UPG-SW4.0	Version 4.0 Upgrade for iPower 600 Series systems - Software only.	\$35	3%
POLYCOM	P900-UPG-SW4.0	Version 4.0 Upgrade - For iPower 900 systems running v3.0 or higher - Software Only	\$35	3%
POLYCOM	P900-UPG-SW4.0-W2K	Version 4.0 Upgrade - For iPower 900 systems running v2.x or lower - Software Only - Includes Windows 2000 upgrade license	\$125	3%
POLYCOM				
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POLYCOM	5200-50900-001	iPower Documentation CD, including electronic version of latest documentation (software v5.0) for iPower 9000/900/600 Series.	\$29	3%
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POLYCOM	4865-06680-001	Certification for Pre-Service Contract Inspection - LIST PRICE	\$499	3%
POLYCOM	4865-06680-002	Pre-Contract Inspection Fee for Video products - Reseller	\$449	3%
POLYCOM	ETS5-12-IPWR-P	Extended Telephone Support,iPower, 5 Days, Monday-Friday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$500	3%
POLYCOM	ETS7-12-IPWR-P	Extended Telephone Support, iPower, 7 Days, Monday-Sunday by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$700	3%
POLYCOM	RETS5-12-IPWR-P	Extended Telephone Support,iPower, 5 Days, Monday-Friday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$450	3%
POLYCOM	RETS7-12-IPWR-P	Extended Telephone Support, iPower, 7 Days, Monday-Sunday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$630	3%
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM				
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POLYCOM	4870-00055-004	Installation, iPower 9000 Series, On-site Installation of System and certain Collaboration Tools, LIST PRICE*	\$1,500	3%
POLYCOM				
POLYCOM	4870-00055-112	Premier 1 Year, iPower 9000 Series, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE	\$1,095	3%
POLYCOM	4870-00055-312	Premier 3 Year, iPower 9000 Series, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE	\$2,630	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00055-114	Premier Plus, 1 Year, iPower 9000 Series, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,995	3%

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POLYCOM	4870-00052-165	Partner Premier Plus 2 Day, 1 Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts&Labor, Telephone Tech Support During Business Hrs, SW Updates& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$1,895	3%
POLYCOM	4870-00052-364	Partner Premier Plus, 3 Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) *	\$7,410	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00052-161	Partner Premier In Warranty 1Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,100	3%
POLYCOM	4870-00052-162	Partner Premier Out ofWarranty 1Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$2,200	3%
POLYCOM	4870-00052-362	Partner Premier 3Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$4,950	3%

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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM				
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POLYCOM	4870-00053-004	Installation, iPower 9000 Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE*	\$2,395	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00053-112	Premier 1 Year, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$2,920	3%
POLYCOM	4870-00053-312	Premier 3 Years, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$7,010	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00053-114	Premier Plus, 1 Year, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$5,310	3%
POLYCOM	4870-00053-115	Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$4,250	3%
POLYCOM	4870-00053-314	Premier Plus, 3 Years, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE*	\$12,745	3%
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POLYCOM	4870-00053-161	Partner Premier In Warranty 1Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,325	3%
POLYCOM	4870-00053-162	Partner Premier Out ofWarranty 1Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$2,650	3%
POLYCOM	4870-00053-362	Partner Premier 3Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$5,965	3%
POLYCOM				
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POLYCOM	4870-00053-164	Partner Premier Plus, 1 Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,890	3%
POLYCOM	4870-00053-165	Partner Premier Plus 2 Day, 1 Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,190	3%
POLYCOM	4870-00053-364	Partner Premier Plus, 3 Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) *	\$8,920	3%

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POLYCOM	4870-00054-004	Installation, iPower 9000 Executive Collection, Dual 61 in. Plasma Monitor System - LIST PRICE*	\$2,395	3%
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POLYCOM	4870-00054-112	Premier 1 Year, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$3,910	3%
POLYCOM	4870-00054-312	Premier 3 Years, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$9,385	3%
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POLYCOM	4870-00054-114	Premier Plus, 1 Year, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$7,110	3%
POLYCOM	4870-00054-115	Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$5,690	3%
POLYCOM	4870-00054-314	Premier Plus, 3 Years, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE*	\$17,065	3%
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POLYCOM	4870-00054-161	Partner Premier In Warranty 1Yr, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,775	3%
POLYCOM	4870-00054-162	Partner Premier Out of Warranty 1Yr, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$3,550	3%
POLYCOM	4870-00054-362	Partner Premier 3Yr, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$7,990	3%
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POLYCOM	4870-00054-164	Partner Premier Plus, 1 Yr, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$5,335	3%
POLYCOM	4870-00054-165	Partner Premier Plus 2 Day, 1 Yr, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$4,265	3%
POLYCOM	4870-00054-364	Partner Premier Plus, 3 Yr, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) *	\$11,945	3%

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POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
POLYCOM				
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POLYCOM	2200-20500-001	ViaVideo II Desktop Video Communication System: US, Canada, Guam, Puerto Rico, Virgin Islands. Must be purchased in Multiples of 5 Units for Transportation Purposes	\$599	30%
POLYCOM				
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POLYCOM		*Refer to Service Policies Tab for service availability and price uplifts applicable in some countries.		
POLYCOM				
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POLYCOM	4862-06837-001	ViaVideo Remote Installation	\$100	3%
POLYCOM				
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POLYCOM	1456-00286-002	Power Cord Accessory Kit for ViaVideo: UK	\$9	9%
POLYCOM	1456-00286-009	Power Cord Accessory Kit for ViaVideo: Israel	\$9	9%
POLYCOM	1456-00286-018	Power Cord Accessory Kit for ViaVideo: India	\$9	9%
POLYCOM	1456-10445-001	Power Cord Accessory Kit for ViaVideo: North America	\$9	9%
POLYCOM	2465-10245-001	Power Supply - ViaVideo Integrated Power Cord & Supply (North America & Canada only)	\$29	9%
POLYCOM	2465-10246-001	Power Supply - ViaVideo Universal Power Supply	\$29	9%
POLYCOM				
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POLYCOM	2200-20217-001	ViaVideo Flatscreen / Laptop Mounting Clip	\$20	9%
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POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
POLYCOM				
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POLYCOM	4870-00063-004	Installation, ViaVideo On-site installation of bundles of 10 only in same location, LIST PRICE *	\$1,995	3%
POLYCOM	4870-00063-104	Installation, ViaVideo On-site installation per unit after first 10 in same location location, LIST PRICE *	\$150	3%
POLYCOM				
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POLYCOM	4870-00063-112	Premier, ViaVideo 1 Year, Phone tech support, Parts shipped premium on day of call, software updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$199	3%
POLYCOM	4870-00063-312	Premier, ViaVideo 3 Year, Phone tech support, Parts shipped premium on day of call, software updates & upgrades (prices for terms other than 3 year to be prorated accordingly) LIST PRICE	\$475	3%
POLYCOM				
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POLYCOM	4870-00063-160	Partner Premier, ViaVideo 1 Year, Phone tech support to Partner, Parts shipped premium on day of call, software updates & upgrades (prices for terms other than 1 year to be prorated accordingly)	\$149	3%
POLYCOM	4870-00063-360	Partner Premier, ViaVideo 3 Year, Phone tech support tp Partner, Parts shipped premium on day of call, software updates & upgrades (prices for terms other than 3 year to be prorated accordingly)	\$359	3%

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POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
POLYCOM				
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POLYCOM	4870-00056-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE*	\$550	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00056-112	Premier 1 Year, Babylon Encryption SBRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE	\$240	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00056-114	Premier Plus, 1 Year, Babylon Encryption SBRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$440	3%
POLYCOM	4870-00056-115	Premier Plus 2 Day, 1 Year, Babylon Encryption SBRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$350	3%
POLYCOM				
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POLYCOM				
POLYCOM	4870-00056-164	Partner Premier Plus, 1 Year, Babylon Encryption SBRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$330	3%
POLYCOM	4870-00056-165	Partner Premier Plus 2 Day, 1 Year, Babylon Encryption SBRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$265	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00056-161	Partner Premier In Warranty, 1 Yr, Babylon Encryption SBRI, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$175	3%
POLYCOM	4870-00056-162	Partner Premier Out of Warranty, 1 Yr, Babylon Encryption SBRI, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$200	3%
POLYCOM				
POLYCOM	<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
POLYCOM				
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POLYCOM	4870-00057-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE*	\$550	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00057-112	Premier 1 Year, Babylon Encryption QUAD BRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE	\$600	3%



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POLYCOM	4870-00058-162	Partner Premier Out of Warranty, 1 Yr, Babylon Encryption PRI, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, Software Updates&Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$1,405	3%
POLYCOM	4870-00058-164	Partner Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$2,125	3%
POLYCOM	4870-00058-165	Partner Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$2,045	3%
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POLYCOM	VCCP0105	MGC Power Cord 250VAC 2.3 Meter (8 ft) Italy, Chile	\$0	3%
POLYCOM	VCCP0106	MGC Power Cord 250VAC 2.3 Meter (8 ft) India, South Africa	\$0	3%
POLYCOM	VCCP0107	MGC Power Cord 250VAC 2.3 Meter (8 ft) Switzerland	\$0	3%
POLYCOM	VCCP0108	MGC Power Cord 250VAC 2.3 Meter (8 ft) Israel	\$0	3%
POLYCOM	VCCP0109	MGC Power Cord 250VAC 2.3 Meter (8 ft) Australia, New Zealand	\$0	3%
POLYCOM	VCCP0110	MGC Power Cord 250VAC 2.3 Meter (8 ft) Denmark, Sweden	\$0	3%
POLYCOM	VCCP0111	MGC Power Cord 250VAC 2.3 Meter (8 ft) Argentina, Uruguay	\$0	3%
POLYCOM	VCCP0112	MGC Power Cord 110VAC 2.3 Meter (8 ft) Japan, Taiwan, Thailand	\$0	3%
POLYCOM	VCCP0113	MGC Power Cord 250VAC 2.3 Meter (8 ft) South America, Korea	\$0	3%
POLYCOM	VCCP0114	MGC Power Cord 250VAC 2.3 Meter (8 ft) Hong Kong	\$1	3%

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POLYCOM	VNMM0401	MGC MPI-4 H.320 Module: Supports 4 connections using V.35, RS449, or EIA-530. RS366 Dialing. 1 Meter Cable included.	\$6,000	44.00%
POLYCOM	VNMM0402	MGC MPI-4 H.320 Module: Supports 4 connections using V.35, RS449, or EIA-530. RS366 Dialing. 5 Meter Cable included.	\$6,000	44.00%
POLYCOM	VNMM0801	MGC MPI-8 H.320 Module: Supports 8 connections using V.35, RS449, or EIA-530. RS366 Dialing. 1 Meter Cables included.	\$12,000	44.00%
POLYCOM	VNMM0802	MGC MPI-8 H.320 Module: Supports 8 connections using V.35, RS449, or EIA-530. RS366 Dialing. 5 Meter Cables included.	\$12,000	44.00%
POLYCOM	VNMN0201	MGC NET-2 H.320 ISDN(PRI), Leased (T1/E1) Module: Supports 2 circuits. Each configurable as Leased or ISDN PRI, T1 or E1 (without CSU)	\$8,400	44.00%
POLYCOM	VNMN0401	MGC NET-4 H.320 ISDN(PRI), Leased (T1/E1) Module: Supports 4 circuits. Each configurable as Leased or ISDN PRI, T1 or E1 (without CSU)	\$16,000	44.00%
POLYCOM	VNMN0801	MGC NET-8 H.320 ISDN(PRI), Leased (T1/E1) Module: Supports 8 circuits. Each configurable as Leased or ISDN PRI, T1 or E1 (without CSU)	\$28,000	44.00%
POLYCOM	VNMP1201	MGC IP-12 Port Module: H.323 for up to 12 sites @128K OR 12 sites @384K OR 6 sites @768K OR 3 sites @2M	\$15,000	44.00%
POLYCOM	VNMP2401	MGC IP-24 Port Module: H.323 for up to 48 sites@128K OR 24 sites @384K OR 12 sites@768K or 6 sites @2M	\$29,000	44.00%
POLYCOM	VNMP4801	MGC IP-48 Port Module: H.323 for up to 96 sites @128K or 48 sites @ 384K OR 24 sites @768K OR 12 sites @2M	\$49,000	44.00%
POLYCOM	VNMX0801	MGC MUX- 8 H.320 Module: supports 8 sites up to 768K, OR 4 sites T1/E1 ** 8 PORT SYSTEM ONLY! **	\$10,900	44.00%
POLYCOM	VNMX1601	MUX. 16 MGC MUX-16 H.320 Module: supports 16 sites up to 384K OR 8 sites up to 768K OR 4 sites T1/E1 - OVER 8 PORTS	\$17,000	44.00%
POLYCOM	VUPG0003	MGC MUX 8 to MUX 16 Software License Upgrade	\$6,100	44.00%

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POLYCOM	VRMA1201	MGC Audio 12 Port Module - support 12 ports voice	\$15,700	44.00%
POLYCOM	VRMA1202	MGC "Audio+ module supports 12 ports video or 24 ports voice"	\$15,700	44.00%
POLYCOM	VRMA2402	MGC "Audio+ module supports 24 ports video or 48 ports voice"	\$29,500	44.00%
POLYCOM	VRMA4802	MGC "Audio+ module supports 48 ports video or 96 ports voice"	\$45,400	44.00%
POLYCOM	VRMT1201	MGC T.120-12 Port Data Module: Data Application for up to 12 sites. (Requires purchase of VSWT0101 - 12 sites)	\$9,300	44.00%
POLYCOM	VRMT2401	MGC T.120-24 Port Data Module: Data Application for up to 24 sites (rRequires purchase of VSWT0101 - 24 sites)	\$14,450	44.00%
POLYCOM	VRMV0601	MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601).	\$18,000	44.00%
POLYCOM	VRMV0801	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801)	\$28,000	44.00%
POLYCOM	VRMV1201	MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768Kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6)	\$36,000	44.00%

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POLYCOM	VMSM0101	MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC.	\$450	44.00%
POLYCOM	VSWB0801	MGC License for 8 H.320 sites using ISDN BONDING	\$13,500	44.00%
POLYCOM	VSWB1601	MGC License for 16 H.320 sites using ISDN BONDING	\$21,000	44.00%
POLYCOM	VSWC0601	MGC License for 6 ports Video to use Continuous Presence	\$5,000	44.00%
POLYCOM	VSWD0801	MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding	\$10,000	44.00%
POLYCOM	VSWG0801	MGC Click & View 8 Port License	\$7,500	44.00%
POLYCOM	VSWH0601	MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps	\$5,000	44.00%
POLYCOM	VSWP0801	MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY)	\$1	44.00%
POLYCOM	VSWP1601	MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY)	\$30,000	44.00%
POLYCOM	VSWP2001	MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU ONLY)	\$65,000	44.00%
POLYCOM	VSWP2801	MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY)	\$75,000	44.00%
POLYCOM	VSWP3201	MGC H.320 Port License for additional 4 H.320 sites. Either Upgrades OR base after first 28 sites	\$10,000	44.00%
POLYCOM	VSW0103	MGC VoicePlus IVR/DTMF Software License: IVR/DTMF Suite + Virtual Conference Suite + Music I/O connector. VOICEPLUS ONLY	\$0	44.00%
POLYCOM	VSW0105	MGC Unified Conference Suite: IVR/DTMF Suite + Virtual Conference Suite + Music IO connector for Unified Conferencing Platform	\$15,000	44.00%



POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Line Section Legend - MGC Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
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POLYCOM	4870-00007-004	Installation, MGC25, On-site Installation of System - LIST PRICE*	\$2,495	3%
POLYCOM	4870-00007-006	Installation & Training, MGC25, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$3,095	3%
POLYCOM	4870-00007-008	Installation & Training, MGC25 & PathNavigator, any License Size, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$3,895	3%
POLYCOM	4870-00007-009	Installation, MGC25 & PathNavigator, any License Size, On-site Installation of System, LIST PRICE*	\$3,295	3%
POLYCOM	4870-00008-004	Installation MGC-50 - On-site Installation of System, LIST PRICE*	\$2,995	3%
POLYCOM	4870-00008-006	Installation & Training - MGC50, On-site Installation and on-site System Administrator Training, LIST PRICE*	\$3,995	3%
POLYCOM	4870-00008-008	Installation & Training, MGC50 any configuration and PathNavigator, any license size, On-site Installation and on-site System Administrator Training, LIST PRICE*	\$3,995	3%
POLYCOM	4870-00009-004	Installation, MGC100, On-site Installation of System, LIST PRICE*	\$5,000	3%
POLYCOM	4870-00009-006	Installation & Training - MGC 100, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$9,000	3%
POLYCOM	4870-00009-008	Installation & Training, MGC100, any configuration and PathNavigator, any license size, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$9,995	3%
POLYCOM				
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POLYCOM	4870-00007-110	Standard 1 Year, MGC25, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	6.03%	3%
POLYCOM	4870-00007-310	Standard 3 Year, MGC25, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory - Prices Represent % of List Price - LIST PRICE	14.53%	3%
POLYCOM	4870-00008-110	Standard 1 Year, MGC50, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	6.03%	3%
POLYCOM	4870-00008-310	Standard 3 Year, MGC50, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory - Prices Represent % of List Price - LIST PRICE	14.53%	3%
POLYCOM	4870-00009-110	Standard 1 Year, MGC100, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	6.03%	3%
POLYCOM	4870-00009-310	Standard 3 Year, MGC100, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory - Prices Represent % of List Price - LIST PRICE	14.53%	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00007-112	Premier 1 Yr, MGC25, Parts shipped priority level same business day, Telephone Tech Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	8.03%	3%
POLYCOM	4870-00007-312	Premier 3 Year, MGC25, Parts shipped priority level same business day, Telephone Technical Support During Business Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE	19.03%	3%
POLYCOM	4870-00008-112	Premier 1 Yr, MGC50, Parts shipped priority level same business day, Telephone Tech Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	8.03%	3%
POLYCOM	4870-00008-312	Premier 3 Year, MGC50, Parts shipped priority level same business day, Telephone Technical Support During Business Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE	19.03%	3%
POLYCOM	4870-00009-112	Premier 1 Yr, MGC100, Parts shipped priority level same business day, Telephone Tech Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	8.03%	3%
POLYCOM	4870-00009-312	Premier 3 Year, MGC100, Parts shipped priority level same business day, Telephone Technical Support During Business Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE	19.03%	3%
POLYCOM				
POLYCOM				
POLYCOM	4865-20504-001	7 x 24 Extended Help Desk (Premier Plus, Premier, Basic Customers Add On to Maintenance Service Agreement, for which terms coincide) - Prices Represent % of List Price - LIST PRICE	3.30%	3%
POLYCOM	4865-20504-002	7x24 EX HELP DESK, ACCORD, RESELL	2.7%	3%

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POLYCOM	4865-06680-003	Pre-Contract Inspection for MGC Products	\$1,500	3%
POLYCOM	4865-06680-004	Pre-Contract Inspection Fee for MGC products, Reseller	\$1,350	3%
POLYCOM				
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POLYCOM	4870-00007-114	Premier Plus, 1 Year MGC25,Next business day parts & labor, Telephone Technical Support During Business Hrs, software updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices Represent % of List Price - LIST PRICE*	12.03%	3%
POLYCOM	4870-00007-314	Premier Plus 3 Year, MGC25, Next business day parts & labor, Telephone Technical Support During Business Hours and software updates & upgrades - Prices Represent % of List Price - LIST PRICE*	29.03%	3%
POLYCOM	4870-00008-114	Premier Plus, 1 Year MGC50,Next business day parts & labor, Telephone Technical Support During Business Hrs, software updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices Represent % of List Price - LIST PRICE*	12.03%	3%
POLYCOM	4870-00008-314	Premier Plus 3 Year, MGC50, Next business day parts & labor, Telephone Technical Support During Business Hours and software updates & upgrades - Prices Represent % of List Price - LIST PRICE*	29.03%	3%
POLYCOM	4870-00009-114	Premier Plus, 1 Year MGC100,Next business day parts & labor, Telephone Technical Support During Business Hrs, software updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices Represent % of List Price - LIST PRICE*	12.03%	3%
POLYCOM	4870-00009-314	Premier Plus 3 Year, MGC100, Next business day parts & labor, Telephone Technical Support During Business Hours and software updates & upgrades - Prices Represent % of List Price - LIST PRICE*	29.03%	3%
POLYCOM				
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POLYCOM	4870-00007-161	Partner Premier in Warranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price	4.03%	3%
POLYCOM	4870-00007-162	Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptnr, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price	6.03%	3%
POLYCOM	4870-00007-362	Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price	15.03%	3%
POLYCOM	4870-00008-161	Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price	3.53%	3%
POLYCOM	4870-00008-162	Partner Premier-OutofWarranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptnr, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price	4.53%	3%
POLYCOM	4870-00008-362	Partner Premier, 3 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price	11.25%	3%
POLYCOM	4870-00009-161	Partner Premier in Warranty 1 Yr, MGC100, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than Yr prorated to be accordingly)Prices Represent % of List Price	3.53%	3%
POLYCOM	4870-00009-162	Partner Premier-OutofWarranty 1 Yr, MGC100, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptnr, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price	4.53%	3%
POLYCOM	4870-00009-362	Partner Premier, 3 Yr, MGC100, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price	11.25%	3%



POLYCOM				
POLYCOM				
POLYCOM	4870-00007-164	Partner Premier Plus 1 Yr, MGC25, Next bus day parts & labor, Telephone Tech Support to Partner During Business Hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)Prices Represent % of List Price*	9.03%	3%
POLYCOM	4870-00007-364	Partner Premier Plus 3 Year, MGC25, Next business day parts & labor, Telephone Technical Support to Partner During Business Hours and software updates & upgrades - Prices Represent % of List Price*	20.03%	3%
POLYCOM	4870-00008-164	Partner Premier Plus 1 Yr, MGC50, Next bus day parts & labor, Telephone Tech Support to Partner During Business Hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)Prices Represent % of List Price*	9.03%	3%
POLYCOM	4870-00008-364	Partner Premier Plus 3 Year, MGC50, Next business day parts & labor, Telephone Technical Support to Partner During Business Hours and software updates & upgrades - Prices Represent % of List Price*	20.03%	3%
POLYCOM	4870-00009-164	Partner Premier Plus 1 Yr, MGC100, Next bus day parts & labor, Telephone Tech Support to Partner During Business Hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)Prices Represent % of List Price*	9.03%	3%
POLYCOM	4870-00009-364	Partner Premier Plus 3 Year, MGC100, Next business day parts & labor, Telephone Technical Support to Partner During Business Hours and software updates & upgrades - Prices Represent % of List Price*	20.30%	3%
POLYCOM				
POLYCOM				
POLYCOM		Product Line Section Legend - EZVC Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
POLYCOM				
POLYCOM	SUP2110	EZVC Installation - (On site Installation of software, configuration & features enablement) - LIST PRICE*	\$1,995	3%
POLYCOM	SUP2110-R	EZVC Installation - (On site Installation of software, configuration & features enablement) - Reseller*	\$1,795	3%
POLYCOM	SUP2110ADD-ON	EZVC Installation - (On site Installation of software, configuration & features enablement. If ordered at same time as MCU installation and for same location) - LIST PRICE*	\$1,000	3%
POLYCOM	SUP2110ADD-ON-R	EZVC Installation - (On site Installation of software, configuration & features enablement. If ordered at same time as MCU installation and for same location) - Reseller*	\$900	3%
POLYCOM				
POLYCOM				
POLYCOM	SUP2100	Premier 1 Year,EZVC (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - LIST PRICE	15.30%	3%
POLYCOM	SUP2100-M	Premier 1 Year, EZVC (Unlimited Telephone Technical Support during Business Hours, Software Updates & Upgrades) Prices represent % of Product List Price, Service Manager	11.25%	3%
POLYCOM	SUP2100-R	Premier 1 Year,EZVC (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - Reseller	13.5%	3%
POLYCOM				
POLYCOM				
POLYCOM		Product Line Section Legend - TTCM Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
POLYCOM				
POLYCOM	SUP2500	Premier 1 Year,TTCM (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - LIST PRICE	15.30%	3%
POLYCOM	SUP2500-M	Premier 1 Year, TTCM(Unlimited Telephone Technical Support during Business Hours, Software Updates & Upgrades) Prices represent % of Product List Price, Service Manager	11.25%	3%
POLYCOM	SUP2500-R	Premier 1 Year,TTCM (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - Reseller	13.5%	3%

POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM				
POLYCOM		Product Line Section Legend - WebCommander Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00010-007	Implementation Service, WebCommander, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$4,375	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00010-004	WebCommander Installation - On site Installation of software, configuration & features enablement - LIST PRICE*	\$1,995	3%
POLYCOM	4870-00010-005	WebCommander Installation - On site Installation of software, configuration & features enablement. If ordered at same time as MCU installation and for same location- LIST PRICE*	\$1,000	3%
POLYCOM	4870-00010-006	WebCommander Installation & Training -On-site Installation & on-site System Administrator Training, LIST PRICE*	\$3,500	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00010-112	Premier 1 Year,WebCommander, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)- Prices Represent % of List Price - LIST PRICE	15.03%	3%
POLYCOM	4870-00010-312	Premier 3 Year,WebCommander, Telephone Technical Support During Business Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE	36.03%	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00010-162	Partner Premier 1 Year, WebCommander Qualified Service Partner only, Technical Telephone Support to Partner, SW updates & upgrades (prices for terms other than 1 Yr prorated accordingly) Prices represent % of Product List Price	11.25%	3%
POLYCOM	4870-00010-362	Partner Premier, 3 Year, WebCommander, Qualified Service Partner only, Technical Telephone Support to Partner, SW updates & upgrades - Prices represent % of Product List Price	27.03%	3%
POLYCOM				
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM				
POLYCOM		Product Line Section Legend - Zyross Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
POLYCOM				
POLYCOM	4870-00011-004	Installation, Zyross, On-site Installation of software, configuration & features enablement, LIST PRICE*	\$1,995	3%
POLYCOM	4870-00011-005	Installation, Zyross, On-site Installation of software, configuration & features enablement, If performed at same time and at same location as MGC installation, LIST PRICE*	\$1,000	3%
POLYCOM				
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POLYCOM	4870-00011-112	Premier, 1 Year, Zyross, Telephone Technical Support during business hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$1,550	3%
POLYCOM	4870-00011-312	Premier, 3 Year, Zyross, Telephone Technical Support during business hours, Software Updates and Upgrades, LIST PRICE	\$3,720	3%

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POLYCOM	4870-00011-160	Partner Premier, 1 Year, Zyross, Unlimited Telephone Technical Support to Partner during business hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,163	3%
	4870-00011-360	Partner Premier, 3 Year, Zyross, Unlimited Telephone Technical Support to Partner during business hours, Software Updates and Upgrades, LIST PRICE	\$2,790	3%
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PART NUMBER	Description	LIST PRICE	Disc	
VRSM1005	WebOffice - Conferencing Portal Software. 5 users. Requires Server (See specifications)	\$1,000	22%	
VRSM1010	WebOffice - Conferencing Portal Software. 10 users. Requires Server (See specifications)	\$2,000	22%	
VRSM1025	WebOffice - Conferencing Portal Software. 25 users. Requires Server (See specifications)	\$5,000	22%	
VRSM1050	WebOffice - Conferencing Portal Software. 50 users. Requires Server (See specifications)	\$7,500	22%	
VRSM1100	WebOffice - Conferencing Portal Software. 100 users. Requires Server (See specifications)	\$10,000	22%	
VRSM1200	WebOffice - Conferencing Portal Software. 200 users. Requires Server (See specifications)	\$20,000	22%	
VRSM1300	WebOffice - Conferencing Portal Software. 300 users. Requires Server (See specifications)	\$30,000	22%	
VRSM1400	WebOffice - Conferencing Portal Software. 400 users. Requires Server (See specifications)	\$40,000	22%	
VRSM1500	WebOffice - Conferencing Portal Software. 500 users. Requires Server (See specifications)	\$50,000	22%	
VRSM9001	WebOffice - Conferencing Portal Software. 1000 users. Requires Server (See specifications)	\$75,000	22%	
VRSM9002	WebOffice - Conferencing Portal Software. 2000 users. Requires Server (See specifications)	\$100,000	22%	
VRSM9005	WebOffice - Conferencing Portal Software. 5000 users. Requires Server (See specifications)	\$125,000	22%	
VRSM9010	WebOffice - Conferencing Portal Software. 10,000 users. Requires Server (See specifications)	\$250,000	22%	
VRSM9020	WebOffice - Conferencing Portal Software. 20,000 users. Requires Server (See specifications)	\$500,000	22%	
VRSM9050	WebOffice - Conferencing Portal Software. 50,000 users. Requires Server (See specifications)	\$1250,000	22%	
PART NUMBER	Description	LIST PRICE	Disc	
Product Line Section Legend - WebOffice Maintenance Service				
* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries				
4870-00012-007	Implementation Service, WebOffice 50 through 300 Licenses, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$20,000	3%	
4870-00037-007	Implementation Service, WebOffice 325 through 500 Licenses, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$40,000	3%	
4870-00012-004	Installation, WebOffice, On site Installation of software, configuration & features enablement - LIST PRICE*	\$1,995	3%	
4870-00012-005	Installation, WebOffice, On site Installation of software, configuration & features enablement. If performed at same time and at same location as MGC installation - LIST PRICE*	\$1,000	3%	
4870-00012-006	Installation & Training, WebOffice - On-site Installation & on-site System Administrator Training, LIST PRICE*	\$3,500	3%	
4870-00037-006	Installation & Training , WebOffice, On site Installation of software, configuration & features enablement, on-site Systems Administor training - LIST PRICE*	\$3,500	3%	

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POLYCOM	4870-00012-112	Premier, 1 Year, WebOffice, Telephone Technical Support during business hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices represent % of Product List Price, LIST PRICE	15.03% 3%
POLYCOM	4870-00012-312	Premier, 3 Year, WebOffice, Telephone Technical Support during business hours, Software Updates & Upgrades, Prices represent % of Product List Price, LIST PRICE	36.03% 3%
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POLYCOM	4870-00012-160	Partner Premier 1 Year, WebOffice, Telephone Technical Support to Partner during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices represent % of Product List Price	11.25% 3%
POLYCOM	4870-00012-360	Partner Premier 3 Year, WebOffice, Telephone Technical Support to Partner during Business Hours, Software Updates & Upgrades, Prices represent % of Product List Price	27.03% 3%
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PART NUMBER	Description	LIST PRICE	Disc
	Product Family Section Legend - Polycom Conference Suite		
	The Polycom Network Aware Scheduler makes it easy to schedule conferences by providing users with the power to invite guests, book rooms and select necessary equipment all from within Microsoft Outlook or through a web interface. For IT professionals the Polycom Video Network Management provides tools to proactively track and adjust the network as needed from any location.		

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5151-21010-200	Network Aware Scheduler, 5-Pack License	\$4,999	22%
5151-21010-300	Network Aware Scheduler, 25-Pack License	\$19,999	22%
5151-21010-500	Network Aware Scheduler, 100-Pack License	\$59,999	22%
5151-21010-700	Network Aware Scheduler, 500-Pack License	\$149,999	22%
5151-21015-200	Network Aware Scheduler Redundant, 5-Pack Redundancy License	\$999	22%
5151-21015-300	Network Aware Scheduler Redundant, 25-Pack Redundancy License	\$3,999	22%
5151-21015-500	Network Aware Scheduler Redundant, 100-Pack Redundancy License	\$11,999	22%
5151-21015-700	Network Aware Scheduler Redundant, 500-Pack Redundancy License	\$29,999	22%

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5151-21020-200	Video Network Management, 5-Pack License (Includes Room Control)	\$7,499	22%
5151-21020-300	Video Network Management, 25-Pack License (Includes Room Control)	\$29,999	22%
5151-21020-500	Video Network Management, 100-Pack License (Includes Room Control)	\$89,999	22%
5151-21020-700	Video Network Management, 500-Pack License (Includes Room Control)	\$224,999	22%
5151-21025-200	Video Network Management Redundant, 5-Pack Redundancy License (Includes Room Control)	\$1,499	22%
5151-21025-300	Video Network Management Redundant, 25-Pack Redundancy License (Includes Room Control)	\$5,999	22%
5151-21025-500	Video Network Management Redundant, 100-Pack Redundancy License (Includes Room Control)	\$17,999	22%
5151-21025-700	Video Network Management Redundant - 500-Pack Redundancy License (Includes Room Control)	\$44,999	22%

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5151-21040-200	Polycom Conference Suite, 5-Pack License (Includes Network Aware Scheduler and Video Network Management)	\$10,999	22%
5151-21040-300	Polycom Conference Suite, 25-Pack License (Includes Network Aware Scheduler and Video Network Management)	\$42,999	22%
5151-21040-500	Polycom Conference Suite, 100-Pack License (Includes Network Aware Scheduler and Video Network Management)	\$129,999	22%
5151-21040-700	Polycom Conference Suite, 500-Pack License (Includes Network Aware Scheduler and Video Network Management)	\$324,999	22%
5151-21045-200	Polycom Conference Suite Redundant, 5-Pack Redundancy License (Includes Network Aware Scheduler and Video Network Management)	\$2,199	22%
5151-21045-300	Polycom Conference Suite Redundant, 25-Pack Redundancy License (Includes Network Aware Scheduler and Video Network Management)	\$8,599	22%
5151-21045-500	Polycom Conference Suite Redundant, 100-Pack Redundancy License (Includes Network Aware Scheduler and Video Network Management)	\$25,999	22%
5151-21045-700	Polycom Conference Suite Redundant, 500-Pack Redundancy License (Includes Network Aware Scheduler and Video Network Management)	\$64,999	22%

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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Line Section Legend - PCS Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
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POLYCOM	4870-00014-007	Implementation Service, PLCM Conference Suite 25 License, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$6,450	3%
POLYCOM	4870-00015-007	Implementation Service, PLCM Conference Suite 100 License, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$19,500	3%
POLYCOM	4870-00016-007	Implementation Service, PLCM Conference Suite 500 License, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$48,750	3%
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POLYCOM	4870-00016-004	Installation, PLCM Conference Suite, On-site Installation - LIST PRICE*	\$3,995	3%
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POLYCOM	4870-00013-112	Premier 1 Year, PLCM Conference Suite5, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$1,650	3%
POLYCOM	4870-00013-312	Premier 3 Year, PLCM Conference Suite5, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$3,960	3%
POLYCOM	4870-00014-112	Premier 1 Year, PLCM Conference Suite25, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$6,450	3%
POLYCOM	4870-00014-312	Premier 3 Year, PLCM Conference Suite25, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$15,480	3%
POLYCOM	4870-00015-112	Premier 1 Year, PLCM Conference Suite100, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$19,500	3%
POLYCOM	4870-00015-312	Premier 3 Year, PLCM Conference Suite100, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$46,800	3%
POLYCOM	4870-00016-112	Premier 1 Year, PLCM Conference Suite500, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$48,750	3%
POLYCOM	4870-00016-312	Premier 3 Year, PLCM Conference Suite500, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$117,000	3%
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POLYCOM	4870-00013-160	Partner Premier, 1 Yr, PLCM Conference Suite5, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$1,240	3%
POLYCOM	4870-00013-360	Partner Premier, 3 Yr, PLCM Conference Suite5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$2,970	3%
POLYCOM	4870-00014-160	Partner Premier, 1 Yr, PLCM Conference Suite25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$4,840	3%
POLYCOM	4870-00014-360	Partner Premier, 3 Yr, PLCM Conference Suite25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$11,610	3%
POLYCOM	4870-00015-160	Partner Premier, 1 Yr, PLCM Conference Suite100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$14,625	3%
POLYCOM	4870-00015-360	Partner Premier, 3 Yr, PLCM Conference Suite100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$35,100	3%
POLYCOM	4870-00016-160	Partner Premier, 1 Yr, PLCM Conference Suite500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$36,565	3%
POLYCOM	4870-00016-360	Partner Premier, 3 Yr, PLCM Conference Suite500, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$87,750	3%

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\* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries

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POLYCOM support for intelligent call routing, plus easy system deployment and  
 POLYCOM bandwidth management, Polycom PathNavigator ensures reliability, security and effective cost control.  
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POLYCOM	5151-20985-001	PathNavigator Redundant - Version 5.0 CD, 25-Pack License (25 registrants and 12 concurrent calls)*	\$1,249	22%
POLYCOM	5151-20985-002	PathNavigator Redundant - Version 5.0 CD, 100-Pack License (100 registrants and 30 concurrent calls)	\$2,499	22%
POLYCOM	5151-20985-003	PathNavigator Redundant - Version 5.0 CD, 500-Pack License (500 registrants and 150 concurrent calls)	\$6,249	22%
POLYCOM	5151-20985-004	PathNavigator Redundant - Version 5.0 CD, 3,000-Pack License (3,000 registrants and 600 concurrent calls)	\$12,499	22%
POLYCOM	5151-21055-001	PathNavigator - Version 5.0 CD, 25-Pack License (25 registrants and 12 concurrent calls)*	\$4,999	22%
POLYCOM	5151-21055-002	PathNavigator - Version 5.0 CD, 100-Pack License (100 registrants and 30 concurrent calls)	\$9,999	22%
POLYCOM	5151-21055-003	PathNavigator - Version 5.0 CD, 500-Pack License (500 registrants and 150 concurrent calls)	\$24,999	22%
POLYCOM	5151-21055-004	PathNavigator - Version 5.0 CD, 3,000-Pack License (3,000 registrants and 600 concurrent calls)	\$49,999	22%
POLYCOM	5151-21060-300	PathNavigator - 25-Pack License (25 registrants and 12 concurrent calls)*	\$4,999	22%
POLYCOM	5151-21060-500	PathNavigator - 100-Pack License (100 registrants and 30 concurrent calls)	\$9,999	22%
POLYCOM	5151-21060-700	PathNavigator - 500-Pack License (500 registrants and 150 concurrent calls)	\$24,999	22%
POLYCOM	5151-21060-900	PathNavigator - 3,000-Pack License (3,000 registrants and 600 concurrent calls)	\$49,999	22%
POLYCOM	5151-21065-300	PathNavigator Redundant - 25-Pack License (25 registrants and 12 concurrent calls)*	\$1,249	22%
POLYCOM	5151-21065-500	PathNavigator Redundant - 100-Pack License (100 registrants and 30 concurrent calls)*	\$2,499	22%
POLYCOM	5151-21065-700	PathNavigator Redundant - 500-Pack License (500 registrants and 150 concurrent calls)	\$6,249	22%
POLYCOM	5151-21065-900	PathNavigator Redundant - 3,000-Pack License (3,000 registrants and 600 concurrent calls)	\$12,499	22%

POLYCOM \*The 25 pack, as a single installment, supports 8 concurrent sessions, but when used with an MGC, it will support up to 12 concurrent sessions at no additional cost.  
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM	Product Line Section Legend - PathNavigator Maintenance Service			
POLYCOM	* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries			

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POLYCOM	4870-00002-007	Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	Custom Quote	3%
POLYCOM	4870-00003-007	Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$10,000	3%
POLYCOM	4870-00004-007	Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$20,000	3%
POLYCOM	4870-00005-007	Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	Custom Quote	3%

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POLYCOM	4870-00002-004	Installation, PathNavigator, Any License Pack Size On-site Installation LIST PRICE*	\$2,995	3%
POLYCOM	4870-00002-006	Installation & Training, PathNavigator, Any License Pack Size, On-site Installation and on-site Systems Administrator Training, LIST PRICE*	\$5,995	3%

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POLYCOM	4870-00002-112	Premier, 1 Year, PathNavigator 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$750	3%
POLYCOM	4870-00002-312	Premier, 3 Year, PathNavigator 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$1,800	3%
POLYCOM	4870-00003-112	Premier, 1 Year, PathNavigator 100 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$1,500	3%
POLYCOM	4870-00003-312	Premier, 3 Year, PathNavigator 100 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$3,600	28%
POLYCOM	4870-00004-112	Premier, 1 Year, PathNavigator 500 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$3,750	3%



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POLYCOM	4870-00025-004	Installation, Global Mgmt System, Any License Pack SizeOn-site Installation LIST PRICE*	\$1,995	3%
POLYCOM	4870-00025-006	Installation & Training, Global Mgmt System, Any License Pack Size, On-site Installation and on-site Systems Administrator Training, LIST PRICE*	\$2,995	3%
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POLYCOM	4870-00025-112	Premier, 1 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$180	3%
POLYCOM	4870-00025-312	Premier, 3 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$430	3%
POLYCOM	4870-00026-112	Premier, 1 Year, Global Mgmt System 25 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$750	3%
POLYCOM	4870-00026-312	Premier, 3 Year, Global Mgmt System 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$1,800	3%
POLYCOM	4870-00027-112	Premier, 1 Year, Global Mgmt System 100 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$1,500	3%
POLYCOM	4870-00027-312	Premier, 3 Year, Global Mgmt System 100 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$3,600	3%
POLYCOM	4870-00028-112	Premier, 1 Year, Global Mgmt System 500 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$3,750	3%
POLYCOM	4870-00028-312	Premier, 3 Year, Global Mgmt System 500 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$9,000	3%
POLYCOM	4870-00029-112	Premier, 1 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$7,500	3%
POLYCOM	4870-00029-312	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$18,000	3%
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POLYCOM	4870-00025-160	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135	3%
POLYCOM	4870-00025-360	Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades	\$325	3%
POLYCOM	4870-00026-160	Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$560	3%
POLYCOM	4870-00026-360	Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades	\$1,350	3%
POLYCOM	4870-00027-160	Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,125	3%
POLYCOM	4870-00027-360	Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades	\$2,700	3%
POLYCOM	4870-00028-160	Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$2,815	3%
POLYCOM	4870-00028-360	Partner Premier, 3 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades	\$6,750	3%
POLYCOM	4870-00029-160	Partner Premier, 1 Year, Global Mgmt System 3000 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$5,625	3%
POLYCOM	4870-00029-360	Partner Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support to partner during business hours, software updates & upgrades	\$13,500	3%

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<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
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4865-07520-001	GLOBAL Reach Handling Fee, Audio Products, up to 5 units. EX-WORKS for any location world wide. For full explanation of ex-works, please refer to the program handbook	\$50	3%
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4865-07520-002	GLOBAL Reach Handling Fee, Audio Products, 6-10 units. EX-WORKS for any location world wide. For full explanation of ex-works, please refer to the program handbook	\$100	3%
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4865-07520-003	GLOBAL Reach Handling Fee, Audio Products, 11+ units. EX-WORKS for any location world wide. For full explanation of ex-works, please refer to the program handbook	\$150	3%
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4865-07650-001	GR S&H, Aud, up to 5 units. DDP into Chile, Costa Rica, Puerto Rico, Venezuela, Australia, JPN, NZ, Phillipines, Sinagpore, S Korea, Taiwan, CZE, Hungary, Iceland, Israel, Norway, Poland, Romania, Russia, Slovenia, Slovakia, Switzerland, Ukraine	\$150	3%
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4865-07650-002	GR S&H, Aud, 6-10 units. DDP into Chile, Costa Rica, Puerto Rico, Venezuela, Australia, JPN, NZ, Phillipines, Sinagpore, S Korea, Taiwan, CZE, Hungary, Iceland, Israel, Norway, Poland, Romania, Russia, Slovenia, Slovakia, Switzerland, Ukraine	\$230	3%
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4865-07650-003	GR S&H, Aud, 11-15 units. DDP into Chile, Costa Rica, Puerto Rico, Venezuela, Australia, JPN, NZ, Phillipines, Sinagpore, S Korea, Taiwan, CZE, Hungary, Iceland, Israel, Norway, Poland, Romania, Russia, Slovenia, Slovakia, Switzerland, Ukraine	\$310	3%
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<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
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4865-07522-001	Ex-works (collection) from regional warehouse	\$200	3%
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4865-07523-001	GLOBAL Reach Handling fee. Including DDP Delivery. .	\$885	3%
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4865-07525-001	GLOBAL Reach Handling fee. Including DDP Delivery into EU and USA.	\$300	3%
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4865-07527-001	GLOBAL Reach Handling fee. Including DDP Delivery into EU and USA, for Video system including up to 2 x CARTS & monitors. See GR tab for list of participating Countries	\$1,200	3%
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PART NUMBER	Description	LIST PRICE	Disc
CP-3036-DVD	VCR/DVD combo, NA only	\$250	9%

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Product Line Legend - Ceiling Camera  
Pre-terminated cables are required when camera installation is performed by Polycom.

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4863-51051-002	Service Reseller PictureCare,1YR,Ceiling Camera	\$1,010	3%
4870-51051-114	PREMIER PLUS,1YR,Ceiling Camera, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$1,120	3%
CP-1526-CBL-100	100' Plenum Rated Camera Cable, pre-terminated	\$700	3%
CP-1526-CBL-50	50' Plenum Rated Camera Cable, pre-terminated	\$350	3%
CP-1526-CBL-75	75' Plenum Rated Camera Cable, pre-terminated	\$525	3%
CP-2091N-PT9	Ceiling Camera - 900 Series (NTSC). Includes 2' x 2' ceiling mounting tile. Does not include cable. 900 Series System. Customer responsible for pre-wiring wall to ceiling tile.	\$8,000	9%

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4863-51052-002	Service Reseller PictureCare,1YR,JCS CART	\$3,020	3%
4870-51052-004	INSTALLATION, JCS Cart. Travel & Expenses not included.	\$2,750	3%
4870-51052-114	PREMIER PLUS,1YR,JCS Cart, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$3,360	3%
CP-2099-PL128	Judicial Collaboration System w/ViewStation SP 128, 27" Display.	\$18,795	24.50%
CP-2099-PL128-H	Judicial Collaboration System (JCS) with ViewStation 128, 27" Monitor and Audio Privacy Handset	\$21,795	24.50%
CP-2099-PLFX	Polycom Judicial Collaboration System, VS-FX, QBRI, NTSC, 27" monitor	\$27,990	24.50%

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4863-51054-002	Service Reseller PictureCare,1YR,AMD DEVICES	\$2,360	3%
4870-51053-004	INSTALLATION, MedLink Cart. Travel & Expenses not included.	\$2,750	3%
4870-51053-114	PREMIER PLUS,1YR,MEDLINK Cart, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$3,740	3%
4870-51054-114	PREMIER PLUS,1YR,AMD Devices, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$2,625	3%
CP-1433-900	Basic Telemedicine Peripheral for iPower. Includes: AMD-300 Camera, AMD-4500 Coupler, AMD-2020 Ophthalmoscope, AMD-2015 ENT Scope, AMD-2030 Dermoscope. No substitutions. AMD-3400S not supported.	\$14,500	3%
CP-1433-INST	Telemedicine Peripheral Package Installation (Installed at time of MedLink installation)	\$1,400	3%

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CP-0573	50' RCA/RCA Cable	\$125	3%
CP-0666	PowerMic cable, 50ft/15m. Allows connection of PowerMic to videoconferencing system.	\$190	3%
CP-0692	PowerMic cable, 100ft/30m. Allows connection of PowerMic to videoconferencing system.	\$260	3%
CP-0738	33' (10m) Speakerphone Cable	\$220	3%
CP-0848	PowerMic daisy chain cable, 50ft/15m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$180	3%
CP-1041	PowerMic daisy chain cable, 100ft/30m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$240	3%
CP-1270	PowerMic cable, 150ft/45m. Allows connection of PowerMic to videoconferencing system.	\$325	3%
CP-1503	50' (15M) Speakerphone Cable	\$300	3%
CP-1615	Wireless Lavalier Microphone - Requires CP-2027 for use on 900 systems	\$795	3%
CP-1615-HH	Wireless Hand Held Microphone - Requires CP-2027 for use on 900 systems	\$795	3%
CP-2027	PowerMic Audio Interface. Allows external audio devices to be connected to iPower codecs through the PowerMic input.	\$600	9%
CP-2066-HH	Wireless Hand Held Microphone bundle for 900 System - Includes CP-2027	\$1,395	9%
CP-2066-LAV	Wireless Lavalier Microphone bundle for 900 System - Includes CP-2027	\$1,395	9%



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POLYCOM	7230-21703-001	Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$300	9%
POLYCOM	7230-21704-001	Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$500	9%
POLYCOM	7230-21705-001	Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$780	9%
POLYCOM	7230-21706-001	Camera cable for PowerCam, 200ft/60m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$960	9%
POLYCOM	7230-50880-001	Camera cable for PowerCam Plus, 30ft/9m. For iPower 9000 Series.	\$325	9%
POLYCOM	7230-50881-001	Camera cable for PowerCam Plus, 50ft/15m. For iPower 9000 Series	\$425	9%
POLYCOM	7230-50882-001	Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$550	9%
POLYCOM	CP-0573	50' RCA/RCA Cable	\$125	3%
POLYCOM	CP-0765	100' RCA/RCA Cable	\$155	3%
POLYCOM	CP-0884	100' RPC Cable (ZX)	\$400	3%
POLYCOM	CP-0885	Camera cable for iPower 70 or 80 cameras, 150ft/45m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$700	3%
POLYCOM	CP-0886	Camera cable for iPower 70 or 80 cameras, 100ft/30m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$550	3%
POLYCOM	CP-1268	Camera cable for iPower 70 or 80 cameras, 200ft/60m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$850	3%
POLYCOM	CP-1319	50 Foot S-Video Cable	\$99	9%
POLYCOM	CP-1450	Camera cable for iPower 70 or 80 cameras, 25ft/7.5m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Power supply may be required on some systems.	\$175	3%
POLYCOM	CP-1492	50' LimeLight/PT80 Cable Kit Includes power supply (RPC-PSU) & Audio Cable	\$525	3%
POLYCOM	CP-1591	100 Foot S-Video Cable	\$180	9%
POLYCOM	CP-1623	100' LimeLight / PT80 Cable Kit Includes power supply (RPC-PSU) & Audio Cable	\$850	3%
POLYCOM	CP-1816	150' LimeLight / PT80 Cable Kit Includes power supply (RPC-PSU) & Audio Cable	\$950	3%
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POLYCOM	CP-1540	Custom Wall Plate (8-pin camera, 7-pin Mic)	\$95	3%
POLYCOM	CP-1540-KIT	Custom Wall Plate / Termination Kit	\$500	3%
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POLYCOM	CP-0525	Camera Wall Bracket (PowerCam 100 or PictureTel 70)	\$190	3%
POLYCOM	CP-2383	Adjustable Camera/Speaker Wall Bracket	\$120	9%
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POLYCOM	CP-2855-RHD	Removable Hard Drive including Bay and cartridge for iPower 9000. Install not included.	\$1,500	30%
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POLYCOM	CP-2855-98N-IP	iPower 9800 NTSC NA IP, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$19,499	32%
POLYCOM	CP-2855-98N-Q	iPower 9800 NTSC NA QBRI, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$21,499	32%
POLYCOM	CP-2855-98N-R	iPower 9800 NTSC NA RS449, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$21,499	32%
POLYCOM	CP-2855-98N-V	iPower 9800 NTSC NA V35, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$21,499	32%
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POLYCOM	CP-2855-9K-IP	iPower 9000 Codec NA IP, with Removable Hard Drive, additional drive in cartridge provided. DOES include English language components - no LK is necessary.	\$15,499	32%
POLYCOM	CP-2855-9K-Q	iPower 9000 Codec NA QBRI, with Removable Hard Drive, additional drive in cartridge provided. DOES include English language components - no LK is necessary.	\$17,499	32%
POLYCOM	CP-2855-9K-R	iPower 9000 Codec NA RS449, with Removable Hard Drive, additional drive in cartridge provided. DOES include English language components - no LK is necessary.	\$17,499	32%
POLYCOM	CP-2855-9K-V	iPower 9000 Codec NA V35, with Removable Hard Drive, additional drive in cartridge provided. DOES include English language components - no LK is necessary.	\$17,499	32%
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POLYCOM	CP-2855-94N-IP	iPower 9400 NTSC NA IP, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$16,999	32%
POLYCOM	CP-2855-94N-Q	Power 9400 NTSC NA QBRI, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$18,999	32%
POLYCOM	CP-2855-94N-R	iPower 9400 NTSC NA RS449, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$18,999	32%
POLYCOM	CP-2855-94N-V	iPower 9400 NTSC NA V35, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$18,999	32%
POLYCOM	CP-2855-FI	Removable Hard Drive bay, additional drive and cartridge. Includes on-site installation in customer provided iPower 9000, 9400 or 9800 System by Polycom Product Specialist.	\$2,400	30%
POLYCOM	CP-2855-HD	Additional cartridge with hard drive for iPower 9000 removable hard drive system	\$500	32%
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POLYCOM	2200-21450-001	Polycom Interactive Voice & Touch Control software for iPower systems 5.3 or higher. Allows users to control iPower system with voice commands and control camera with pointing device. English language support only.	\$1,999	9%
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POLYCOM	2230-21325-001	Small VS4000 ClassStation Package: VS4000 (IP), VCFX, PTZ camera, (2) digital mic's, (2) 32" S-Video displays, (2) 42" display stands, (2) spkrs, VCR/DVD & doc camera.	\$29,955	24.50%
POLYCOM	2230-21330-001	Large VS4000 ClassStation Package: VS4000 (IP), VCFX, (2) PTZ cameras, (15) Student mics for camera cntrl, color touch panel cntrl, (2) 32" S-Video & (1) 32" XGA displays, (3) 42" display stands, podium, (3) spkrs, VCR/DVD, electronic wboard & doc cam.	\$65,995	24.50%
POLYCOM	2230-21335-001	Small iPower 9800 ClassStation Package: iPower 9000 (IP), ImageShare II, PowerCam Plus camera, wireless tablet, (2) PowerMic's, (1) 32" S-Vid and (1) 32" XGA display, (2) 42" carts, (2) spkrs, VCR/DVD, doc cam and Interactive Voice Control Software.	\$29,995	39%
POLYCOM	2230-21340-001	Large iPower 9800 ClassStation: iPwr 9000 (IP), IS-II, PowerCam+ & aux cam, wireless tablet, (15) student mics for camera cntrl, (2) 32" S-Vid & (1) 32" XGA displays, (3) 42" carts, podium, (3) spkrs, VCR/DVD, doc cam and Interactive Voice Control Software	\$65,995	39%
POLYCOM	4870-51045-004	INSTALLATION, Small ClassStation. Travel & Expenses not included.	\$3,300	3%
POLYCOM	4870-51045-114	PREMIER PLUS, 1YR, Small ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$2,795	3%
POLYCOM	4870-51045-314	PREMIER PLUS, 3YR, Small ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$6,700	3%
POLYCOM	4870-51047-004	INSTALLATION, Medium ClassStation. Travel & Expenses not included.	\$4,400	3%

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<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
6867-07747-001	ISDN to IP Transition 2-day Workshop: In-depth Discussion of Business Case Development, Video, Voice, Data and Web conferencing Architecture Review, IP Infrastructure Verification, Development & Execution of Transition Plan, Workshop Report	\$14,995	3%
<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
6867-07775-001	Video Conference Service Quality Assessment, up to 30 systems, planning, data collection, analysis & summary of video conference service quality in comparison with peer companies and recommendations	\$25,995	3%
<u>PART NUMBER</u>	<u>Description</u>	<u>LIST PRICE</u>	<u>Disc</u>
6867-07749-001	Performance Benchmarking & Best Practices Assessment, up to 100 video systems, assessment of service quality, operational efficiency and business benefits, report to include benchmark comparison, gap analysis and recommended action plan	\$74,995	3%

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POLYCOM	MPC-12-TS-P	PartnerPremier Plus,1Yr,TeamStation,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 *	\$900	3%
POLYCOM	MPCB-12-TS-P	PartnerPremierPlus 2Day,1Yr,TeamStation,2nd Business Day Parts&Labor,TelephoneTech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 *	\$720	3%
POLYCOM	PC-12-TS-P	Premier Plus,1Yr,TeamStation,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 LIST PRICE*	\$1,200	3%
POLYCOM	PCB-12-TS-P	PremierPlus 2 Day,1Yr,TeamStation,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 LIST PRICE*	\$960	3%
POLYCOM	SC-12-TS-P	Premier,1Yr,TeamStation,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05)	\$800	3%
POLYCOM POLYCOM	SPPOW-12-TS-P	PartnerPremierOutWar,1Yr,TeamStation,Parts shipped premium on day of call,Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 1-15-02, EOL-Svc 12-31-05	\$500	3%

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POLYCOM	MPC-12-680-P	Partner Premier Plus1Yr, iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support to Partner During Bus Hrs,SWupdates&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales Date12-31-03, End of Life Service Date12-31-08 *	\$565	3%
POLYCOM	MPC-36-680-P	Partner Premier Plus3Yr, iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support to Partner During Bus Hrs,SWupdates&upgrades(prices for other than 3yr to be prorated accordingly) End of Life Sales Date12-31-03, End of Life Service Date12-31-08 *	\$1,270	3%
POLYCOM	PC-12-680-P	PremierPlus1Yr,iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support During Bus Hrs,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 12-31-03, End of Life Service 12-31-08 LIST PRICE*	\$750	3%
POLYCOM	PC-36-680-P	PremierPlus3Yr,iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support to Partner During Bus Hrs,Software ups&upgrades(prices for other than 3yr to be prorated accordingly) End of Life Sales 12-31-03, End of Life Service 12-31-08 LIST PRICE*	\$1,795	3%
POLYCOM	PCB-12-680-P	PremierPlus2 Day,1Yr,iPwr600 Series,2nd Bus.Day Parts&Labor,Tel Tech Support During Bus Hrs, SWups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 12-31-03, End of Life Svc 12-31-08 LIST PRICE*	\$600	3%
POLYCOM	SC-12-680-P	Premier1Yr, iPwr600Series,Parts shipped premium on day of call,Tel Tech Support During Bus Hrs, SWups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 12-31-03,End of Life Svc 12-31-08 LIST PRICE	\$500	3%
POLYCOM	SC-36-680-P	Premier3Yr, iPwr600Series,Parts shipped premium on day of call,Tel Tech Support During Bus Hrs to Partner,SWups&upgrades(prices for other than 3yr to be prorated accordingly)End of Life Sales 12-31-03,End of Life Svc 12-31-08 LIST PRICE	\$1,200	3%
POLYCOM	SPP-36-600-P	PartnrPremier,3Yr,iPwr600Ser.,Qualified SvcPartners only,Parts shipped premium on day of call,TelTech Support During BusHrs to Partner,SWups&upgrades(prices other than3yr to be prorated accordingly)End of Sales 12-31-03,End of Svc 12-31-08	\$720	3%
POLYCOM POLYCOM	SPPOW-12-680-P	PartnerPremier,Out of Warranty 1Yr,iPwr600Ser.,Qual SvcPrtnrs only,Parts shipped premium on day of call,TelTech Supp. During BusHrs to Partner,SWup&upgrade(prices other than1yr to be prorated accordingly)End of Sales 12-31-03,End of Svc 12-31-08	\$300	3%

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POLYCOM	MPC-12-960-P	PartnerPremier Plus 1 Yr iPower 960,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$1,045	3%
POLYCOM	MPC-12-970-P	PartnerPremier Plus 1 Yr iPower 970,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$1,495	3%
POLYCOM	MPC-36-960-P	PartnerPremier Plus 3 Yr iPower 960,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 3 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$2,345	3%
POLYCOM	MPC-36-970-P	PartnerPremier Plus 3 Yr iPower 970,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 3 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$3,350	3%
POLYCOM	MPCB-12-960-P	PartnerPremier Plus 2 Day 1Yr iPower 960,2nd Business Day Parts & Labor, Telephone Tech Support During Business Hours,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$876	3%

POLYCOM	MPCB-12-970-P	PartnerPremier Plus 2 Day 1Yr iPower 970,2nd Business Day Parts & Labor, Telephone Tech Support During Business Hours,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$1,275	3%
POLYCOM	PC-12-960-P	Premier Plus 1 Yr iPower 960, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,395	3%
POLYCOM	PC-12-970-P	Premier Plus 1 Yr iPower 970, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,995	3%
POLYCOM	PC-36-960-P	Premier Plus 3 Yr iPower 960, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours,Software ups&upgrades(prices for other than 3yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$3,350	3%
POLYCOM	PC-36-970-P	Premier Plus 3Yr iPower 970, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours,Software ups&upgrades(prices for other than 3yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$4,790	3%
POLYCOM	PCB-12-960-P	PremierPlus 2 Day 1 Yr iPower 960,2nd Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,095	3%
POLYCOM	PCB-12-970-P	PremierPlus 2 Day 1 Yr iPower 970,2nd Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,595	3%
POLYCOM	SC-12-960-P	Premier 1 Yr iPower 960, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$795	3%
POLYCOM	SC-12-970-P	Premier 1 Yr iPower 970, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$1,095	3%
POLYCOM	SC-36-960-P	Premier 3 Yr iPower 960, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 3 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$1,910	3%
POLYCOM	SC-36-970-P	Premier 3 Yr iPower 970, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 3yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$2,630	3%
POLYCOM	SPPOW-12-960-P	PartnerPremier,OutofWarranty, iPwr 960,1Yr,Qualified Svc Partner Only,Parts shipped premium on day of call, Tech Phone Support to Partner,SWups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Sales 3-1-03, EOL Service3-1-08	\$500	3%
POLYCOM POLYCOM	SPPOW-12-970-P	PartnerPremier,OutofWarranty, iPwr 970,1Yr,Qualified Svc Partner Only,Parts shipped premium on day of call, Tech Phone Support to Partner,SWups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Sales 3-1-03, EOL Service3-1-08	\$700	3%

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POLYCOM	PC-12-DT-P	Premier+,1Yr,Live50,100,200,LiveLAN,Next Bus.Day Parts&Labor,Tel Tech Support during Business Hrs, SWUps&upgrades(prices other than 1yr to be prorated accordingly)End of Life Sales11-1-98,Available on per Service Quote Basis Only LIST PRICE*	\$375	3%
POLYCOM	SC-12-DT-P	Premier,1Yr,Live 50,100,200,LiveLAN,Parts shipped premium day of call,Tel Tech Support during Business Hrs, SWUps&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales 11-1-98, Available on a per Service Quote Basis Only LIST PRICE	\$225	3%
POLYCOM POLYCOM	SPPOW-12-DT-P	PartnerPremier,1Yr,Live 50,100,200,LiveLAN,Parts shipped premium day of call,TelTech Supp to Partner during Bus Hrs, SWUpdtes&upgrdes(prices other than 1 yr to be prorated accordingly)End of Life Sales11-1-98, Available on a per Service Quote Basis Only	\$75	3%

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POLYCOM	BC-12-SS-P	PremierPlus2Day,1Yr,SwiftSite,760,2nd Bus Day Parts&Labor, Tel Tech Support during Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EndOfLife-SS 5-1-04,760 11-30-06)LIST PRICE*	\$520	3%
POLYCOM	MBC-12-SS-P	PartnerPremierPlus2Day,1Yr,SwiftSite,760,2nd Bus Day Parts&Labor,Tel Tech Support during to partner Bus Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 *	\$390	3%
POLYCOM	MPC-12-SS-P	PartnerPremierPlus,1Yr,SwiftSite,760,NextBus Day Parts&Labor,Telephone Tech Support to Partner during Bus Hrs,SW ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 *	\$490	3%
POLYCOM	PC-12-SS-P	PremierPlus,1Yr,SwiftSite,760,NextBus Day Parts&Labor,Telephone Tech Support during Business Hrs,SoftWare ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 LIST PRICE *	\$650	3%

POLYCOM	SC-12-SS-P	Premier,1Yr,SwiftSite,760,Parts shipped premium day of call,Telephone Tech Support during Business Hrs,SoftWare ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 LIST PRICE *	\$425	3%
POLYCOM	SPPOW-12-SS-P	PartnerPremier,1Yr,SwiftSite,760,Parts shipped premium day of call,Tel Tech Supp to Partner during Bus Hrs,SW ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 LIST PRICE *	\$225	3%
POLYCOM				
POLYCOM				
POLYCOM	MPC-12-S4E-P	PartnerPremierPlus,1Yr,4000&E,Next Business Day Parts&Labor,Tel Tech Support to Partner during Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote*	\$3,600	3%
POLYCOM	MPCB-12-S4E-P	PartnerPremierPlus2Day,1Yr,4000&E,2nd Business Day Parts&Labor,Tel Tech Support to Partner during Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote*	\$2,880	3%
POLYCOM	PC-12-S4E-P	Premier Plus,1Yr,4000&E,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote) LIST PRICE*	\$4,800	3%
POLYCOM	PCB-12-S4E-P	PremierPlus 2 Day,1Yr,4000&E,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote LIST PRICE*	\$3,840	3%
POLYCOM	SC-12-S4E-P	Premier,1Yr,4000&E,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 9-1-95, EOL-Svc by Quote, LIST PRICE	\$2,400	3%
POLYCOM	SPPOW-12-S4E-P	PartnerPremier,1Yr,4000&E,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-95, EOL-Svc by Quote	\$1,680	3%
POLYCOM				
POLYCOM				
POLYCOM	MPC-12-S4EX-P	PartnerPremier Plus,1Yr,4000EX,Next Business Day Parts&Labor,Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 9-1-95, EOL-Svc by Quote *	\$3,150	3%
POLYCOM	MPCB-12-S4EX-P	PartnerPremierPlus 2 Day,1Yr,4000EX,2nd Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 9-1-95, EOL-Svc by Quote) *	\$2,520	3%
POLYCOM	PC-12-S4EX-P	Premier Plus,1Yr,4000EX,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote LIST PRICE*	\$4,200	3%
POLYCOM	PCB-12-S4EX-P	PremierPlus 2 Day,1Yr,4000EX,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote LIST PRICE*	\$3,360	3%
POLYCOM	SC-12-S4EX-P	Premier,1Yr,4000EX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote LIST PRICE	\$2,100	3%
POLYCOM	SPPOW-12-S4EX-P	Partner PremierOutWar,1Yr,4000EX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote	\$1,470	3%
POLYCOM				
POLYCOM				
POLYCOM	MPC-12-S2-P	PartnerPremier Plus,1Yr,Venue2000,Next Business Day Parts&Labor, Telephone Tech Support during to Partner Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-15-02, EOL-Svc 1-15-07 *	\$1,325	3%
POLYCOM	MPCB-12-S2-P	PartnerPremierPlus 2 Day,1Yr,Venue2000,2nd Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-15-02, EOL-Svc 1-15-07 *	\$1,060	3%
POLYCOM	PC-12-S2-P	Premier Plus,1Yr,Venue2000,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07 LIST PRICE*	\$1,762	3%
POLYCOM	PCB-12-S2-P	PremierPlus2 Day,1Yr,Venue2000,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07 LIST PRICE*	\$1,410	3%
POLYCOM	SC-12-S2-P	Premier,1Yr,Venue2000,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07 LIST PRICE	\$881	3%



POLYCOM	SPPOW-12-S2-P	PartnerPremierOutWar,1Yr,Venue2000,Parts shipped premium on day of call,Tel Tech Support during Business Hrs to partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07	\$600	3%
POLYCOM				
POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM		Product Family Section Legend - Server Products Maintenance Service		
POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in some countries		
POLYCOM				
POLYCOM				
POLYCOM	MPC-12-MT-P	PartnerPremier Plus,1Yr,Montage570A&B,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$8,625	3%
POLYCOM	MPCB-12-MT-P	PartnerPremierPlus 2 Day,1Yr,Montage 570A&B,2nd Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03*	\$6,900	3%
POLYCOM	PC-12-MT-P	Premier Plus,1Yr,Montage 570A&B,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 8-31-01, EOLSvc 2-6-03) LIST PRICE*	\$11,500	3%
POLYCOM	PCB-12-MT-P	PremierPlus 2 Day,1Yr,Montage 570A&B,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$9,200	3%
POLYCOM	SC-12-MT-P	Premier,1Yr,Montage 570A&B,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$5,750	3%
POLYCOM	SPPOW-12-MT-P	PartnerPremierOutWar,1Yr,Montage 570A&B,Parts shipped premium on day of call, Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03	\$4,370	3%
POLYCOM				
POLYCOM				
POLYCOM	MPC-12-MT1-P	PartnerPremier Plus,1Yr,Montage570A&B,T120orCP,Next Bus Day Parts&Labor,Telephone Tech Support to partner during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc2-6-03 *	\$9,919	3%
POLYCOM	MPCB-12-MT1-P	PartnerPremierPlus 2 Day,1Yr,Montage 570A&B,T120orCP,2nd Business Day Parts&Labor,Telephone Tech Support to Partner during Bus Hrs,Software ups&upgrades(prices for other than 1yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03*	\$7,935	3%
POLYCOM	PC-12-MT1-P	Premier Plus,1Yr,Montage 570A&B,T120orCP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$13,225	3%
POLYCOM	PCB-12-MT1-P	PremierPlus 2 Day,1Yr,Montage 570A&B,T120orCP,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$10,580	3%
POLYCOM	SC-12-MT1-P	Premier,1Yr,Montage 570A&B,T120orCP,Next Business Day Parts, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$6,613	3%
POLYCOM	SPPOW-12-MT1-P	PartnerPremier,OutWarr1Yr,Montage 570A&B,T120orCP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03	\$5,681	3%
POLYCOM				
POLYCOM				
POLYCOM	MPC-12-MT2-P	PartnerPremier Plus,1Yr,Montage570A&B,T120&CP,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc2-6-03 *	\$11,213	3%
POLYCOM	MPCB-12-MT2-P	PartnerPremierPlus 2 Day,1Yr,Montage 570A&B,T120&CP,2nd Business Day Parts&Labor,Telephone Tech Support to Partner during Bus Hrs,Software ups&upgrades(prices for other than 1yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03*	\$8,970	3%
POLYCOM	PC-12-MT2-P	Premier Plus,1Yr,Montage 570A&B,T120&CP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$14,950	3%
POLYCOM	PCB-12-MT2-P	PremierPlus 2 Day,1Yr,Montage 570A&B,T120&CP,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$11,960	3%

POLYCOM	SC-12-MT2-P	Premier,1Yr,Montage 570A&B,T120&CP,Parts shipped premium on day of call Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$7,475	3%
POLYCOM	SPPOW-12-MT2-P	PartnerPremier,OutWarr1Yr,Montage 570A&B,T120&CP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03	\$6,425	3%
POLYCOM				
POLYCOM				
POLYCOM	MPC-12-240GW-P	Partner Premier Plus,1Yr,240GW,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05) *	\$2,250	3%
POLYCOM	MPCB-12-240GW-P	Partner PremierPlus 2 Day,1Yr,240GW,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 *	\$1,800	3%
POLYCOM	PC-12-240GW-P	Premier Plus,1Yr,240GW,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 LIST PRICE*	\$3,000	3%
POLYCOM	PCB-12-240GW-P	PremierPlus 2 Day,1Yr,240GW,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 LIST PRICE*	\$2,400	3%
POLYCOM	SC-12-240GW-P	Premier,1Yr,240GW,Parts shipped premium on day of call,Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 LIST PRICE	\$1,500	3%
POLYCOM	SPPOW-12-240GW-P	PartnerPremier,OutWarr1Yr,240GW,Next Business Day Parts, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05	\$960	3%

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POLYCOM	MPC-12-PP-P	Partner Premier Plus,1Yr,PRISM 4 Site,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$2,588	3%
POLYCOM	MPCB-12-PP-P	PartnerPremierPlus 2 Day,1Yr,PRISM 4 Site,2nd Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$2,070	3%
POLYCOM	PC-12-PP-P	Premier Plus,1Yr,PRISM 4 Site,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$3,450	3%
POLYCOM	PCB-12-PP-P	PremierPlus 2 Day,1Yr,PRISM 4 Site,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$2,760	3%
POLYCOM	SC-12-PP-P	Premier,1Yr,PRISM 4 Site,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$1,725	3%
POLYCOM	SPPOW-12-PP-P	Partner Premier,OutWarr1Yr,PRISM 4 Site,Parts shipped premium on day of call,Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,104	3%
POLYCOM				
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POLYCOM	MPC-12-PP1-P	Partner Premier Plus,1Yr,Prism 4 Site, T120orCP,Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$3,881	3%
POLYCOM	MPCB-12-PP1-P	PartnerPremierPlus 2 Day,1Yr,Prism 4 Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$3,105	3%
POLYCOM	PC-12-PP1-P	Premier Plus,1Yr,Prism 4 Site, T120orCP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$5,175	3%
POLYCOM	PCB-12-PP1-P	PremierPlus 2 Day,1Yr,Prism 4 Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$4,140	3%
POLYCOM	SC-12-PP1-P	Premier,1Yr,Prism 4 Site, T120orCP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$2,588	3%
POLYCOM	SPPOW-12-PP1-P	Partner Premier,OutWarr1Yr,Prism 4 Site, T120orCP,Parts shipped premium on day of call,Tel Tech Support during BusHrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,840	3%
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POLYCOM				
POLYCOM				
POLYCOM	MPC-12-PP2-P	Partner Premier Plus,1Yr,Prism 8or4 Site, T120&CP,Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$5,175	3%
POLYCOM	MPCB-12-PP2-P	PartnerPremierPlus 2 Day,1Yr,Prism8or4Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Bus Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$4,140	3%
POLYCOM	PC-12-PP2-P	Premier Plus,1Yr,Prism8or4Site, T120&CP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$6,900	3%
POLYCOM	PCB-12-PP2-P	PremierPlus 2 Day,1Yr,Prism8or4Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$5,520	3%
POLYCOM	SC-12-PP2-P	Premier,1Yr,Prism8or4Site,T120&CP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$3,450	3%
POLYCOM	SPPOW-12-PP2-P	Partner Premier,OutWarr1Yr,Prism8or4Site, T120&CP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,840	3%
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POLYCOM	MPC-12-PP3-P	Partner Premier Plus,1Yr,Prism 8 Site, T120orCP,Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$6,469	3%
POLYCOM	MPCB-12-PP3-P	PartnerPremierPlus 2 Day,1Yr,Prism8Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Bus Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$5,175	3%
POLYCOM	PC-12-PP3-P	Premier Plus,1Yr,Prism8Site, T120orCP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$8,625	3%
POLYCOM	PCB-12-PP3-P	PremierPlus 2 Day,1Yr,Prism8Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$6,900	3%
POLYCOM	SC-12-PP3-P	Premier,1Yr,Prism8Site,T120orCP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$4,313	3%
POLYCOM	SPPOW-12-PP3-P	Partner Premier,OutWarr1Yr,Prism8Site, T120orCP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,840	3%

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POLYCOM	MPC-12-PP4-P	Partner Premier Plus,1Yr,Prism 8 Site, T120&CP,Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$7,763	3%
POLYCOM	MPCB-12-PP4-P	PartnerPremierPlus 2 Day,1Yr,Prism8Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Bus Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$6,210	3%
POLYCOM	PC-12-PP4-P	Premier Plus,1Yr,Prism8Site, T120&CP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$10,350	3%
POLYCOM	PCB-12-PP4-P	PremierPlus 2 Day,1Yr,Prism8Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$8,280	3%
POLYCOM	SC-12-PP4-P	Premier,1Yr,Prism8Site,T120&CP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$5,175	3%
POLYCOM	SPPOW-12-PP4-P	Partner Premier,OutWarr1Yr,Prism8Site, T120&CP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$2,300	3%

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POLYCOM	MPC-12-BRI-P	PartnerPremier Plus,1Yr,RadvisionBRI,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07 *	\$828	3%
POLYCOM	MPCB-12-BRI-P	PartnerPremierPlus 2 Day,1Yr,RadvisionBRI,Second Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07 *	\$660	3%
POLYCOM	PC-12-BRI-P	Premier Plus,1Yr,RadvisionBRI,Next Business Day Parts&Labor, Telephone Tech Support during Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$1,035	3%
POLYCOM	PCB-12-BRI-P	PremierPlus 2 Day,1Yr,RadvisionBRI,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$825	3%
POLYCOM	SC-12-BRI-P	Premier,1Yr,RadvisionBRI,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE	\$575	3%
POLYCOM	SPPOW-12-BRI-P	Partner Premier,OutWarr1Yr,RadvisionBRI,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-02, EOLSvc 1-1-07	\$375	3%

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POLYCOM	MPC-12-PRI-P	PartnerPremier Plus,1Yr,RadvisionPRI,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07 *	\$2,400	3%
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POLYCOM	MPCB-12-PRI-P	Partner PremierPlus 2 Day,1Yr,RadvisionPRI,2nd Business Day Parts&Labor,Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 *	\$1,920	3%
POLYCOM	PC-12-PRI-P	Premier Plus,1Yr,RadvisionPRI,Next Business Day Parts&Labor, Telephone Tech Support during Business Hours,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$3,000	3%
POLYCOM	PCB-12-PRI-P	PremierPlus 2 Day,1Yr,RadvisionPRI,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$2,400	3%
POLYCOM	SC-12-PRI-P	Premier,1Yr,RadvisionPRI,Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE	\$1,500	3%
POLYCOM POLYCOM	SPPOW-12-PRI-P	Partner Premier,OutWarr1Yr,RadvisionPRI,Parts shipped premium on day of call, Tel Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07	\$1,080	3%
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POLYCOM	HD-12-DT-P	Help Desk, 1 Yr, Live Manager, TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 8-31-01, EOLSvc 8-31-06, LIST PRICE)	\$175	3%
POLYCOM	HD-12-NC-P	Help Desk, 1 Yr, Pictel 330, 8 Port, TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 12-1-01, EOLSvc 12-1-06, LIST PRICE	\$1,000	3%
POLYCOM POLYCOM	HD-12-NC24-P	Help Desk, 1 Yr, Pictel 330, 24 Port, TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 7-1-01, EOLSvc 7-1-06, LIST PRICE	\$1,250	None
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POLYCOM	HD-12-FVC10-P	HelpDesk,1Yr,FirstVirtualConferenceSoftware,10Port, TelephoneTech Support during Business Hrs, Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$2,475	3%
POLYCOM	HD-12-FVC25-P	HelpDesk,1Yr,FirstVirtualConferenceSoftware,25Port,Unlimited TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$4,400	3%
POLYCOM	HD-12-FVC50-P	HelpDesk,1Yr,FirstVirtualConferenceSoftware,50Port,Unlimited TelephoneTech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$6,875	3%
POLYCOM POLYCOM	HD-12-FVCOP-P	HelpDesk,1Yr,FVC Software Options,Add On to Maint Svc,ContinousPresence or StreamMedia,Tel Tech Support during Bus Hrs,Software ups&upgrades(prices for other than 1 yr prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$1,375	3%

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POLYCOM	SPPOW-12-ADD1-P	Partner Premier,OutWar1Yr, IFlipchart,Parts shipped premium day of call, TelephoneTech Support to partner during Business Hrs,Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07	\$110	3%
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POLYCOM	MPC-12-ADD2-P	Partner Premier Plus,1Yr,InteractiveWhiteBd,Next Business Day Parts&Labor, TelephoneTech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07 *	\$350	3%
POLYCOM	MPCB-12-ADD2-P	Partner PremierPlus 2 Day,1Yr,InteractiveWhiteBd,2nd Business Day Parts&Labor,TelephoneTechSupport to partner during Business Hrs, Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly) EndofLife Sales 8-31-02 EOLSvc8-31-07 *	\$275	3%
POLYCOM	PC-12-ADD2-P	Premier Plus,1Yr,InteractiveWhiteBd,Next Business Day Parts&Labor, TelephoneTechSupport during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07, LIST PRICE*	\$500	3%
POLYCOM	PCB-12-ADD2-P	PremierPlus 2 Day,1Yr,InteractiveWhiteBd,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07, LIST PRICE*	\$400	3%
POLYCOM	SC-12-ADD2-P	Premier,1Yr,InteractiveWhiteBd,Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07, LIST PRICE	\$250	3%
POLYCOM	SPPOW-12-ADD2-P	Partner PremierOutWar1Yr, InteractiveWhiteBd,Parts shipped premium day of call, TelephoneTechSupport to partner during Business Hrs,Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07	\$170	3%
POLYCOM				
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POLYCOM	MPC-12-IMX2-P	Partner Premier Plus,1Yr,T1 IMUX,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 1-1-06 *	\$865	3%
POLYCOM	MPCB-12-IMX2-P	Partner PremierPlus 2 Day,1Yr,T1 IMUX 2nd Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 4-1-01, EOLSvc 4-1-06 *	\$690	3%
POLYCOM	PC-12-IMX2-P	Premier Plus,1Yr,T1 IMUX,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 4-1-06 LIST PRICE*	\$1,150	3%
POLYCOM	PCB-12-IMX2-P	PremierPlus 2 Day,1Yr,T1 IMUX,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 4-1-06, LIST PRICE*	\$920	3%
POLYCOM	SC-12-IMX2-P	Premier,1Yr,T1 IMUX,Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 4-1-06, LIST PRICE	\$575	3%
POLYCOM	SPPOW-12-IMX2-P	PartnerPremier+,1Yr,VSX,HtlkIMUX,210-35Adpt,Next Bus Day Parts&Labor,TelTech Sup to Prt during Bus Hrs,SW. Upd&Updgs(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06*	\$320	3%
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POLYCOM	MPC-12-IMX-P	PartPremier+1Yr,VSX,HotlinkIMUX,210-35Adpt,Next Bus Day Parts&Labor,Tel Tech Sppt during Bus Hrs,SW Upd&Upgr(prices for other than1yr prorated accordingly)EndofLife SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06*	\$263	3%
POLYCOM	MPCB-12-IMX-P	PartnerPremier+2Day,1Yr,VSX,HtlkIMUX210-235Adpt,2nd Bus Day Parts&Labor,Tel Tech Sup during Bus Hrs,SW. Upd&Updgs(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06 *	\$210	3%
POLYCOM	PC-12-IMX-P	Premier Plus,1Yr,VSX,HtlkIMUX210-235Adpt,Next Bus Day Parts&Labor,Tel Tech Sup during Bus Hrs,SW. Upd&Updgs(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06 LIST PRICE*	\$350	3%
POLYCOM	PCB-12-IMX-P	Premier+2 Day,1Yr,VSX,HtlkIMUX210-235Adpt,2nd Bus Day Parts&Labor,Tel Tech Sup during Bus Hrs,SW. Upd&Updgs(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06 LIST PRICE*	\$280	3%
POLYCOM	SC-12-IMX-P	Premier,1Yr,VSX,HtlkIMUX,210-35Adpt,Parts shipped premium day of call, TelTech Supp during Bus Hrs,SW Upd&Updgs(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06 LIST PRICE*	\$175	3%
POLYCOM	SPPOW-12-IMX-P	PrtPremier,OutWar1Yr, VSX,HtlkIMUX210-235Adpt,Parts shipped premium dayofcall, Tel TechSup during BusHrs toPartner,SWUpds&Updgd(prices other than1 yr prorated)EndofLife SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06	\$150	3%

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POLYCOM	MPC-12-ADD3-P	PartnerPremier Plus,1Yr,IBoardwProjector,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07 *	\$920	3%
POLYCOM	MPCB-12-ADD3-P	Partner PremierPlus 2 Day,1Yr,IBoardwProjector,2nd Business Day Parts&Labor, TelephoneTechSupport to Partner during Business Hrs, Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07 *	\$730	3%
POLYCOM	PC-12-ADD3-P	Premier Plus,1Yr,IBoardwProjector,Next Business Day Parts&Labor, TelephoneTechSupport during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07 LIST PRICE*	\$1,225	3%
POLYCOM	PCB-12-ADD3-P	PremierPlus 2 Day,1Yr,IBoard,wProjector,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) EndofLife Sales 8-31-02 EOLSvc8-31-07 LIST PRICE*	\$975	3%
POLYCOM	SC-12-ADD3-P	Premier,1Yr,IBoardwProjector, Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07 LIST PRICE	\$650	3%
POLYCOM	SPPOW-12-ADD3-P	Partner Premier,OutWar1Yr, IBoardwProjector,Parts shipped premium day of call, TelephoneTech Support to Partner during Business Hrs,Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly) EndofLife Sales 8-31-02 EOLSvc8-31-07	\$425	3%
POLYCOM				
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POLYCOM	BC-12-NEC50-P	PremierPlus 2 Day, 1 Year, 50" Flat Panel Display, 2nd Business Day Parts & Labor, Tel Tech Support During Business Hrs & Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$1,760	3%
POLYCOM	MBC-12-NEC50-P	Partner PremierPlus 2 Day 1 Year, 50" Flat Panel Display, 2nd Business Day Parts & Labor, Tel Tech Support to Partner During Bus Hrs,SWups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$1,320	3%
POLYCOM	MPC-12-NEC50-P	Partner Premier Plus 1 Year , 50" Flat Panel Display, Next Business Day Parts&Labor, Tel Tech Support to Partner During Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$1,485	3%
POLYCOM	MPC-36-NEC50-P	Partner Premier Plus 3Yr , 50" Flat Panel Display, Next Business Day Parts&Labor, Telephone Tech Support to Partner During Business Hrs, SW ups&upgrades(prices for other than 3 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$3,675	3%
POLYCOM	PC-12-NEC50-P	Premier Plus 1 Yr, 50" Flat Panel Display, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$2,195	3%
POLYCOM	PC-36-NEC50-P	Premier Plus 3Yr, 50" Flat Panel Display, Next Business Day Parts & Labor, Telephone Tech Support During Business Hours & Software ups&upgrades(prices for other than 3 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$5,250	3%
POLYCOM	SC-12-NEC50-P	Premier 1 Yr, 50" Flat Panel Display, Parts shipped premium day of call, Tel Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE	\$1,470	3%
POLYCOM	SPP-36-NEC50-P	Partner Premier,3Yr,50" Flat Panel , Qualified Service Partners only, Parts shipped premium day of call, tel tech support to Partner during bus hrs, SWups&upgrades(prices other than1yr to be prorated accordingly)End of Sales Life9-30-03,SVC EOL9-30-08	\$2,125	3%
POLYCOM	SPPOW-12-NEC50-P	Partner Premier OutofWarr1Yr ,50" Flat Panel, Qualified Svce Prtnr Only, Parts shipped premium day of call, Tel Tech Sppt to Partner during bus hrs,SWupds&upgds(prices other than 1 yr to be prorated accordingly)End of Sales Life9-30-03,SVC EOL9-30-08	\$880	3%
POLYCOM				
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POLYCOM	MPC-12-PROJ-P	Partner Premier Plus 1 Year, XGA Projector, Next Business Day Parts& Labor,Telephone Tech Support to Partner During Business Hrs, Software ups&upgrades(prices other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$600	3%
POLYCOM	MPCB-12-PROJ-P	Partner PremierPlus 2 Day 1Yr, XGA Projector, 2nd Business Day Parts & Labor, Telephone Tech Support to partner During Bus Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$515	3%
POLYCOM	PC-12-PROJ-P	Premier Plus 1 Yr, XGA Projector, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$800	3%
POLYCOM	PCB-12-PROJ-P	PremierPlus 2 Day 1 Yr, XGA Projector, 2nd Business Day Parts & Labor, Tel Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$650	3%



POLYCOM	SC-12-PROJ-P	Premier 1Yr, XGA Projector, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE	\$440	3%
POLYCOM	SPP-36-PROJ-P	PartnerPremier,3 Yr,XGA Projector,Qualified Svc Partners only,Parts shipped premium day of call,tel tech support to Partner during bus hrs, SWups&upgrades(prices for other than 3 yr to be prorated accordingly)End of Sales Life 9-30-03, SVC EOL 9-30-08	\$755	3%
POLYCOM	SPPOW-12-PROJ-P	PartnerPremier,1 Yr,XGA Projector,Qualified Svc Partners only,Parts shipped premium day of call,tel tech support to Partner, SWups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Sales Life 9-30-03, SVC EOL 9-30-08	\$320	3%

# NEW POLYCOM PRODUCTS RELEASED

DESCRIPTIONS ON TECH DOCUMENTS

**NEW POLYCOM PRODUCTS**

RELEASED SINCE RFP DUE DATE

WIRE ONE COMMUNICATIONS-JULY 2005

Model	Part Number	Description
POLYCOM	5151-22019-001	PVX SINGLE USER (desktop, laptop, software video conferencing
POLYCOM	5151-22019-002	PVX 200 USERS (desktop, laptop, software video conferencing
POLYCOM	5151-22019-004	PVX 1000 USERS (desktop, laptop, software video conferencing
POLYCOM	5151-22019-005	PVX 5000 USERS (desktop, laptop, software video conferencing
POLYCOM	2200-21600-001	Polycom VSX 3000 IP Only Systems
POLYCOM	2200-21601-001	Polycom VSX 3000 IP ISDN
POLYCOM	5150-21297-001	Multipoint Software upgrade for VSX3000 Serie:
POLYCOM	TBD (12/10/04 RELEASE	Polycom VSX 6000 (IP Video Conferencing Unit)
POLYCOM	5150-22294-001	People+Content IP (VSX) IP People+Content IP Software Option License
POLYCOM	5150-22278-001	People+Content IP (V500) IP People+Content IP Software Option License
POLYCOM	7200-21960-001	VSX7800 BUNDLE VSX7000, 2 mics, Dual Monitor Support, Multipoint, People+Content, sccessories
POLYCOM	7200-21965-001	VSX 7400 BUNDLE VSX7000, People+Content, accessories
POLYCOM	7200-21962-001	VSX8400 BUNDLE VSX 8000, People+ Content, accessories
POLYCOM	7200-21966-001	VSX8800 BUNDLE VSX 8000, 2 mics, Dual Monitor Support, Multipoint, People+Content, accessories
POLYCOM	2200-21400-001	VSX 8000-VSX 8000 codec, accessories
POLYCOM	2230-21728-001	Polycom Practitioner
POLYCOM	2230-21728-001	Polycom VSX 5000
POLYCOM	7200-22540-001	Polycom VSX 7000e
POLYCOM	2200-22650-001	Polycom VSX 7000s

% Discount Offered
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STATE OF UTAH CONTRACT NUMBER: **MA1833** Nov. 7, 2005

FINET COMMODITY CODE(S):

84056000000-TELECONFERENCE SYSTEMS AUDIO/VISUAL